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International Commerce

October 28, 1968

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H. R. 17324
[Report No. 1385]
(Parts 1 and 2)
THE SENATE OF THE UNITED STATES
MAY 28 (legislative day, MAY 27), 1968
Read twice and referred to the Committee on Finance
JULY 11, 1968
Reported by Mr. LONG of Louisiana, with amendments
JULY 26, 1968
Recommitted to the Committee on Finance, with instructions
JULY 26, 1968
Reported by Mr. LONG of Louisiana, with further amendments
90TH CONGRESS 2D SESSION
H. R. 17674
90TH CONGRESS 2D SESSION
H. R. 16241
APRIL 10, 1968
90TH CONGRESS 1ST SESSION
H. R. 2155
MARCH 15, 1967
90TH CONGRESS 2D SESSION
H. R. 17551
IN THE HOUSE OF REPRESENTATIVES
MAY 28, 1968
Mr. MILLS introduced the following bill; which was referred to the Committee on Ways and Means
A BILL
To continue the expansion of international trade and thereby to promote the general welfare of the United States, and for other purposes.
Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled,
TITLE I—SHORT TITLE AND PURPOSE
SHORT TITLE
SEC. 101. This Act may be cited as the "Trade Expansion Act of 1968".
H. R. 1968
congressional
roundup
Mr. KING of California introduced the following bill; which was referred to the Committee on Ways and Means
A BILL
90TH CONGRESS 2D SESSION
S. 3287
IN THE SENATE OF THE UNITED STATES
APRIL 5, 1968
Mr. HOLLAND introduced the following bill; which was read twice and referred to the Committee on Finance
A BILL
To provide for orderly trade in fresh fruits and
for other purposes.

International Trade Winds Company News

CELLULOSE PRODUCTS—FMC Corp.'s American Viscose Division, Philadelphia, has licensed Asahi Chemical Industry Co., Ltd., of Japan to manufacture Avicel microcrystalline cellulose products in that country. The licensing agreement also calls for a continuous exchange of technical information concerning the manufacturing and application of the products. American Viscose now has an international sales network for Avicel products consisting of 17 representative companies throughout the world. Asahi has announced plans to construct a $1.3 million manufacturing facility to handle Avicel production.

DATA PROCESSING—Honeywell, Inc., Minneapolis, through its German subsidiary, Honeywell, G.m.b.H., Frankfurt/Main, has begun construction of a computer factory in Germany. The factory is located at Heppenheim, Hesse, and is to be completed by 1972. Production will start with magnetic disc storage units and other aggregates, followed by complete computer systems and computer control units.

BANKING—Chase Manhattan Bank, New York, has opened a branch office in Munich. This is the third branch the bank has established in Germany in recent years. The bank, which had a business volume of over $125 million in Germany last year, is particularly active in the field of credits and works mainly with major German industrial companies and their branches in the United States.

HOTELS—Hilton International Co., New York, through its German subsidiary, Hilton, G.m.b.H., with headquarters in Berlin, has opened a new hotel near the Frankfurt airport. The hotel, which is the second Hilton built in Germany, has 251 rooms and 425 beds, restaurants, a coffee bar and conference rooms with a capacity of up to 3,000 persons.

Newsletter

Service to U.S. businessmen is the ultimate goal of talks that began today among senior U.S. commercial and economic officers stationed in a dozen Central American-Caribbean nations. They are meeting in El Salvador for three days of discussions of the entire range of trade issues facing us in that area. Last week a similar group discussed parallel South American problems and opportunities in Chile.

Service to U.S. businessmen is also the goal of another program now going on in the commercial sections of U.S. posts overseas. A total of 120 local employees of these posts--Swedes, Pakistanis, Brazilians, etc.--are learning how to handle trade inquiries and trade data through a two-year correspondence course conducted by the Department of Commerce and the Foreign Service Institute.

Today also notes the beginning of a U.S.-organized international marketing meeting, this one in Tokyo. It is sponsored by Amchem Products, Inc., of Ambler, Pa., for 30 of the companies associated with it in worldwide operations. Four Japanese firms will act as hosts. Discussion centers on ways to build sales of new lines of metalworking and agricultural chemicals, adhesives, coatings and sealants for thermal insulation.

Dennison International Co's MK I and MK II copiers got a promising welcome to the Scandinavian market last month at the Stockholm U.S. Trade Center. The Framingham, Mass., firm's Swedish distributor took over the Center's lounge for five days, sent out mail invitations to prospective customers, and estimated resulting sales at $50,000 over the next year. Such between-regular-shows use of the Trade Center is available to any U.S. firm with overseas marketing plans.

The Mitchum Co. of Paris, Tenn., already a Presidential "E" winner for export excellence, got further recognition this month. It was one of five winners of the Propeller Club's American Flag Shipping Award for 1968. The manufacturer of medicated skin care items accepted the award at the recent Propeller Club Convention and American Marine Conference at St. Louis for "utilizing American flag vessels to an extremely commendable degree in overseas shipments of products."

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

C. R. Smith
Secretary

Lawrence C. McQuade
Assistant Secretary for Domestic and International Business

Lawrence A. Fox
Director, Bureau of International Commerce

Clarence M. Zens
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

About 200 bills and resolutions dealing with international trade and tariff matters were introduced in the House, and some 23 in the Senate, during the second session of the 90th Congress. Congressional activity on trade-related legislation is summarized on pages 2-4 of this issue.

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REPORT ON 90TH's SECOND SESSION:

Congress treated many world trade questions

Dealt with import quotas, antidumping code, controls, world conventions, duty-free entry

By JEANNE HOWE

Office of Commercial and Financial Policy

The scope of tariff and trade issues considered in the second session of the 90th Congress made the session one of the most significant in recent years. Although few basic trade laws were enacted, activity in the Senate and House touched on many aspects of trade policy before the Oct. 14 adjournment.

Congressional hearings and legislation covered such issues as import quotas, the International Antidumping Code, export controls, the International Coffee Agreement, duty-free entry of certain materials, and U.S. participation in international conventions and organizations. Activities of the first session of the 90th Congress were reported in the Jan. 22 issue of INTERNATIONAL COMMERCE.

Import quota legislation

As in the first session of the 90th Congress, quota bills continued to dominate the listing of new legislation introduced in 1968. Of the approximately 200 bills and resolutions dealing with international trade and tariff matters which were introduced in the House during the second session, 115 contained proposals to impose quota controls on a variety of commodities imported into the United States. Of some 23 trade and tariff bills and resolutions introduced in the Senate, six contained import quota provisions. However, only two quota proposals reached a vote.

The Senate on Mar. 27 attached an amendment to the Administration's income tax surcharge bill (H.R. 15414) to establish flexible quota controls on imports of all textile products. The amendment was deleted in the Senate-House conference on the bill. A similar proposed amendment to restrict imports of dairy products by application of flexible quotas was narrowly defeated on the Senate floor by a vote of 38 to 37 on Mar. 29.

The legislative proposals to restrict imports of textiles, steel, and other commodities can broadly be termed "orderly marketing" bills. These proposals do not seek to establish a permanent absolute ceiling on allowable imports. Instead, the orderly marketing bills are formulated to establish quotas based on past import levels, but allowing annual increases in accordance with the growth of the domestic market. Individual bills differ as to the specifics, such as the base year and the administration of the quotas.

Supporters and sponsors of market-sharing bills maintain that flexible quotas dampen the effects of sharply increasing imports and at the same time provide equitable access in the U.S. market to both domestic and foreign producers. Opponents of such legislation generally respond that the "escape clause" in the Trade Expansion Act of 1962 now provides various remedies (increased tariffs, quotas, or orderly marketing agreements) to industries found to be seriously injured by import competition.

The pros and cons of quota legislation were discussed in two forums during the second session of the 90th Congress. During the period Mar. 25 through June 20, the Trade Information Committee of the Office of the Special Representative for Trade Negotiations held public hearings to receive testimony in connection with its study of long-term U.S. trade policy recommendations. The results of these hearings were summarized in the July 8 issue of INTERNATIONAL COMMERCE.

From June 4 to July 2 the House Ways and Means Committee held extensive public hearings on the general subject of tariff and trade proposals. The Committee requested and received views on trade policy issues such as the Administration's "Trade Expansion Act of 1968"; import quota proposals; export promotion proposals; antidumping and countervailing duties; and other tariff matters, including the Kennedy Round agreement among GATT member nations.

Public statements were presented by Administration witnesses, Congressmen and Senators, businessmen, labor union leaders, trade association representatives and academicians. Reports of the hearings and the materials received were published by the Ways and Means Committee, but no action was taken to report a bill. The hearings did give more prominence to the basic issues of U.S. trade policy. The materials and information received will undoubtedly provide an important basis for any subsequent legislative action.

Trade Bill of 1968

Included as a topic in the Ways and Means Committee hearings was the Administration's trade bill (H.R. 17551 and S. 2182), entitled the "Trade Expansion Act of 1968." The bill's four basic provisions would:

- Extend through June 30, 1970 the unused portion of the authority granted to the President in 1962 to negotiate tariff reductions. Although most of this authority was used in the Kennedy Round, extension of the unused portion would cover housekeeping adjustments. For example, the United States might find it necessary to increase the duty on a particular article —as the result of an escape clause action or a statutory change in tariff classification. In such event, we would be obliged to give other nations compensatory tariff adjustments for their trade losses.
- Eliminate the American Selling Price (ASP) method of customs valuation in accordance with an agreement negotiated during the Kennedy Round on an ad referendum basis. ASP valuation, which applies mainly to benzenoid chemicals, is a system of calculating the dutiable value of imports by American prices rather than the actual price paid by the importer.
- Permit firms and workers to become eligible for adjustment assistance when increased imports are a substantial cause of injury. The present test for certifi-

cation requires a finding that increased imports are due in major part to trade concessions, and have been the major factor causing or threatening injury. In his message accompanying transmittal of the proposal, the President pointed to the need for making the U.S. adjustment assistance program fair and workable; he characterized the present test of eligibility as "too rigid, too technical, and too complicated."

- Authorizes annual appropriations to finance the U.S. contribution to the budget of the General Agreement on Tariffs and Trade.

The bill was not reported out of either the Senate Finance or the House Ways and Means Committee.

International Antidumping Code

Another basic issue that was brought out during the second session concerned the relationship between the Congress and the Executive Branch in the formulation of trade policy.

One of the major agreements concluded as part of the Kennedy Round was the International Antidumping Code, which is designed to harmonize the substantive and procedural aspects of antidumping investigations made by the signatory countries.

On June 27 the Senate Finance Committee held a public hearing to inquire into the relationship between the International Antidumping Code and the Antidumping Act of 1921. Certain members of the Senate Finance Committee made it clear that they considered the Code to be in conflict with the Act and therefore an over-extension of Executive Branch authority. Administration witnesses testified that the Code is consistent with the provisions of the Antidumping Act of 1921, and is therefore a valid executive agreement.

On July 26 the Senate Finance Committee amended the Renegotiation Amendments Act of 1968 (H.R. 17324) in effect to prevent U.S. participation in the International Antidumping Code. It was only during the Senate-House conference on the bill that agreement was reached which permits the United States to remain a party to the Code.

As finally adopted by the Congress, the provision regarding the International Antidumping Code essentially provides that the Department of the Treasury and the U.S. Tariff Commission are to take the Code into account in administering the Antidumping Act of 1921, but that any irreconcilable conflict between the Code and the Act must be resolved in favor of the Act.

Furthermore, under the provision the President is required to submit a report to the Congress for the period July 1, 1968-June 30, 1969, explaining what determinations have been made regarding the Antidumping Act and in what manner the International Antidumping Code has affected its administration. This report is also to summarize other countries' antidumping actions and to include whatever recommendations the President may determine to be appropriate concerning the administration of the Antidumping Act.

By virtue of the provision, the United States will be able to participate in the International Antidumping Code and in the Committee on Antidumping Practices, which is set up by the Code as an oversight committee. In the light of antidumping decisions rendered in specific cases, it will be possible to determine how effectively the International Antidumping Code has been administered in all the signatory countries.

International Coffee Agreement

On June 28 the Senate ratified extension of U.S. participation in the 1962 International Coffee Agreement for a period of five years.

Under the implementing legislation (H.R. 18299) as passed by the House, the authority conferred on the President to carry out and enforce the Agreement would have terminated Sept. 30, 1973. A Senate amendment to the Renegotiation Act extension bill, which was adopted by the House, now limits Presidential authority to Sept. 30, 1970.

Another amendment agreed to by the Senate-House conferees requires the President, upon complaint, to determine whether any exporting country which is a member of the International Coffee Organization is taking action which discriminates, or threatens to discriminate, against vessels registered under the laws of the United States in the shipping of coffee to this country. If the President finds that discrimination, or threat thereof, exists, he is required to notify the Federal Maritime Commission and it is required to make appropriate rules and regulations to meet the unfavorable shipping conditions.

If, within a reasonable time after the notice to the Commission, the President finds that the effect of discrimination, or threat thereof, still exists, the authority conferred on the President to carry out the International Coffee Agreement Act of 1968, is to cease to apply until such time as the President finds that the effect of discrimination, or threat thereof, has ceased to exist.

Foreign assistance

An amendment to the Foreign Assistance Act of 1968 imposes a limitation on the export of softwood logs from Federal lands in the Western states. The restriction was strongly backed by the wood-using industries in the Pacific Northwest which cited the rising prices and shortages caused by sharply expanded sales of such logs to Japan. Japanese wood-using in-

Committee receives traders' views

The Trade Information Committee (TIC) mentioned in this article consists of a chairman designated by the Special Representative for Trade Negotiations, and senior trade policy officials from the Departments of Agriculture, Commerce, Defense, Interior, Labor, State, and Treasury.

The Committee was established by the late Christian A. Herter early in 1963, following his appointment as Special Representative for Trade Negotiations, to provide an opportunity through public hearings or other means for any interested party to present oral or written statements concerning foreign trade matters. The TIC replaced the Committee for Reciprocity Information which held public hearings on trade agreement matters prior to 1963.

The TIC serves as a focal point within the Executive Branch for businessmen and others interested in foreign trade problems. During the spring hearings 130 witnesses from the U.S. Trading community appeared to give their views orally, and 60 others submitted written briefs.

The TIC is prepared to meet on short notice to receive the views of interested parties on foreign trade matters. Written material may be submitted to the TIC at any time. Anyone wishing to contact the TIC should write to: The Chairman, Trade Information Committee, Office of the Special Representative for Trade Negotiations, 1800 G Street, N.W., Washington, D.C. 20506.

dustries are highly dependent upon imported logs.

In signing the foreign aid appropriation act into law on Oct. 9, President Johnson noted the effect upon Japan and stated: "The United States Government assures the Government of Japan that we will give full consideration—bearing in mind United States domestic requirements—to Japan's desire to have the law administered in a manner least harmful to our trade relations."

Other bills

In the final days of the second session, Congress passed and sent to the President two bills (H.R. 653 and H.R. 7735) that contain several tariff amendments. If signed into law, H.R. 653 would provide reduced rates of duty on certain non-malleable iron castings, would close loopholes that have developed in the tariffs applicable to woolen fabrics, and would provide duty-free entry of a mass spectrometer for Utah State University.

H.R. 7735 would continue the present temporary suspension of tariffs on alumina and bauxite until July 15, 1971, would extend the suspension of duties on certain forms of copper until June 30, 1970 with a provision that the suspension terminate whenever copper prices drop below 36¢ per pound, and would provide duty-free entry for cellophane membrane used in artificial kidney machines.

Congress enacted a bill (P.L. 90-572) permitting a one-year continuation of duty-free treatment for electrodes used in the production of aluminum. The rate of duty on imports of Chinese gooseberries was reduced (P.L. 90-564) by reclassification of these berries in the Tariff Schedules.

Awaiting the President's signature is a bill (H.R. 18373) for implementing U.S. accession to five international customs conventions. Two conventions would permit temporary free admission of professional equipment and containers as well as for container and equipment component parts for repair purposes. Signature of H.R. 18373 would also permit the United States to implement three conventions providing systems whereby payment of duties on certain goods temporarily imported is guaranteed by a private association, such as a chamber of commerce, through use of a "carnet," a special international customs form.

The United States is authorized (P.L. 90-569) to increase its contribution to the International Union for the Publication of Customs Tariffs. And, on Oct. 4 the Senate ratified the Convention Establishing a Customs Cooperation Council. Until now, the United States has participated only as an observer in the Council's activities, which concern tariff classification, valuation, and the harmonization of customs administration.

Several bills failed to meet the deadline for Congressional consideration and died during the final days of the session. A bill (H.R. 16552) to revise the tariff classification of invert or high test molasses was reported out by the Senate Finance Committee on Oct. 9 as an amendment to H.R. 11394 but was deleted by the full Senate.

A bill (H.R. 15798) to extend the duty suspension on certain silk yarns was passed by the Senate on Oct. 11 with an amendment incorporating H.R. 16453, a proposal to amend the definition of metal bearing ores in the tariff schedules. The House disagreed with the amendment and returned the bill to the Senate, where no further action was taken.

Finally, legislation (H.R. 15003) to prevent multiple payment of customs duties by U.S. owners of racehorses purchased outside the United States was passed by the Senate on Oct. 11. Amendments were added to provide temporary duty-free entry of certain motion picture films dubbed abroad and to provide duty-free treatment for certain accessories for curling stones. The House disagreed with the amendments and returned H.R. 15003 to the Senate.

One trade bill passed by Congress did not become law. President Johnson on Aug. 11 issued a statement withholding his approval from H.R. 10915 so that the bill would not become law. If enacted into law, the bill would have prohibited imports of extra long staple cotton from countries that have failed to maintain diplomatic relations with the United States. It would have reduced the global import quota by the amount that these countries have been exporting to the United States; and it would have allowed domestic growers to increase their production by a corresponding amount. The President termed the bill as clearly contrary to the national interest and indicated that it would establish undesirable precedents for U.S. trade policy.

East-West trade

The Administration's East-West Trade Bill (H.R. 15212) of the 89th Congress was not reintroduced. Hearings on the general subject, however, were held by two subcommittees. A subcommittee of the Foreign Affairs Committee held hearings in the House, and a subcommittee of the Banking and Currency Committee held hearings in the Senate. Assistance of Eastern European countries to North Vietnam, together with the recent invasion of Czechoslovakia by the USSR and several of its allies, further dampened chances for passage of East-West trade legislation.

Travel tax bill

An Administration bill (H.R. 16241) to reduce the balance-of-payments deficit by taxing overseas travel of American tourists and reducing duty exemptions for returning U.S. residents was considered during this session. As passed by the House and reported to the Senate, the bill did not include the Administration's proposed tax on tourist expenditures outside the Western Hemisphere. The bill would extend the 5% tax on domestic air travel to all international flights, reduce the $100 duty-free exemption for returning U.S. residents to $10 (the exemption would rise to a permanent level of $50 on Oct. 16, 1969), and lower the exemption on mailed parcels from $10 to $1.

The Senate Finance Committee held hearings on the measure but took no further steps to report the bill out of Committee.

TWA offers guides

TWA MarketAir, a service of Trans World Airlines, has developed comprehensive studies aimed at helping U.S. businessmen enter or expand foreign markets.

The seven country series is available for England, Spain, France, Switzerland, Germany, Italy and Portugal.

Each guide contains practical information concerning business customs and practices; information on foreign trade regulations; advice on appointing an agent or distributor; notes and regulations on setting up a business; retail and wholesale distribution channels; and assistance available from other sources to U.S. exporters.

The new MarketAir Export Guides are available free of charge from TWA cargo offices or by writing: Trans World Airlines, Inc., MarketAir Trade Development, 605 Third Ave., New York, N.Y. 10016.

Foreign Credit Insurance program revisions are of benefit to present and prospective U.S. exporters

New steps put into effect under short term offer greater rating flexibility for improved service to customers

Several important changes affecting protection for U.S. exporters against commercial credit and political risks are now being introduced by the Foreign Credit Insurance Association in some of its programs.

The changes, according to FCIA President Francis X. Boylan, represent a significant step forward and are of value both for present and prospective exporters.

FCIA, as a cooperative effort of government and private enterprise, is a "partnership" between the Export-Import Bank and a number of insurance companies providing protection to U.S. exporters against commercial credit and political risks when they are obliged to sell on terms. Established in 1961, the association today is comprised of about 60 of the country's leading stock and mutual insurance companies and is backed by the resources and experience of the Eximbank.

The basic statute under which FCIA and Eximbank operate calls for a "reasonable assurance of repayment" standard from those applying for export credit insurance.

Recently enacted legislation designed to provide an export expansion facility within Eximbank should prove helpful to many FCIA insureds—for transactions which, though acceptable, are outside of the limits set by the "reasonable assurance of repayment" standard. (Eximbank operations under the new legislation—Public Law 90-390 of July 31—are described on page 7, immediately following this article.)

Revisions pinpointed

The new FCIA steps recently announced by President Boylan include such changes as putting into effect a form of composite rating, offering coverage for political risks only under short-term policies, providing more flexibility in short-term comprehensive rating, introducing a combined short-term/medium-term policy under certain circumstances, and issuing insurance contracts to financial institutions if they assume the credit risk.

In a recent speech before West Coast exporters, President Boylan reviewed operational procedures important to exporters and FCIA alike, and explained the revisions briefly as follows:

Composite rating. The two principal variables considered in establishing premium rates are the terms of payment upon which products are sold and the stage of economic and political development of the country of the buyer of the products. For simplification, FCIA is putting into effect a form of composite rating, which will average the terms of payment prevalent in the insured's export business and the market groupings of the buyers to which the insured expects to export. Distribution of sales analyzed by terms of payment and by market groupings may produce a composite rate differing from the aggregate rate now in effect for an insured.

The composite rate will, however, be subject to periodic redetermination on a prospective basis. Accordingly, it may be assumed that over a period of years a fair and reasonable premium will be charged to all insureds. Composite rating will be introduced first where the present rating system has proved to be most cumbersome. Eventually it will be extended to many more policyholders.

Coverage for political risks only under short-term policies. Formerly, an exporter was offered a choice between insurance covering political risks only and comprehensive coverage of both political and commercial credit risks. An exporter who elected coverage of political risks only could not insure shipments to any foreign buyer under the comprehensive coverage. Conversely, election of comprehensive coverage meant that the full comprehensive rates would apply even where a buyer was not deemed qualified for a significant Special Buyer Credit Limit.

Now, instead of a separate policy covering political risks only, FCIA will offer one basic policy which will cover both political and commercial risks, but will offer to each insured the option to exclude commercial credit risk coverage with respect to any one or all buyers. FCIA will reserve the right to withhold commercial credit risk coverage if it appears that the applicant for insurance has not applied for coverage of a reasonable spread of his commercial business.

Determination of what is a reasonable spread of the commercial business of any applicant will be viewed in the light of all the facts relevant to that applicant's selection of business to be insured. Standards applied will thus be distinct from the standards for reasonable spread of political risks required in the case of all short-term policies.

Where coverage of political risks only is afforded for sales to all or some buyers, the premium payable by the exporter with respect to such sales will be based upon the normal "political only" rate. As credit limits, either discretionary or special, are established for each buyer, the exporter will pay a premium based upon the normal comprehensive rate on shipments made thereafter to such buyers.

If agreement cannot be reached as to the credit limit for sales to a particular buyer, the insured may continue coverage of political risks only at the lower rate, specifically excluding commercial coverage for such sales. Although the new system will require two monthly shipment reports, introduction of the composite rate procedure for comprehensive coverage should more than offset the additional filing time required.

Short-term comprehensive rating flexibility. Under the short-term program, FCIA may introduce credits or debits applicable to the standard rates approved by Eximbank, taking into consideration such factors as the qualifications of the exporter, the organization and efficiency of his credit department, his past experience with international credits, the composite credit standing of his buyers and the varying degrees of self-insured retention. Further discounts against the basic short-term rate may be authorized where the exporter provides detailed financial statements in a form acceptable to FCIA with all necessary credit reports, and where he agrees to assume all collection expenses.

Combined short-term/medium-term policy. FCIA is introducing a new contract of insurance to facilitate the sale of equipment to a single foreign buyer where both short- and medium term coverage is desired. Designed primarily to cover sales

More data available from FCIA

Additional information on the terms and conditions of FCIA policies, including specimen copies, may be secured from FCIA, 250 Broadway, New York, N.Y. 10007; or its representatives at the following locations: Room 510, John Fitzgerald Kennedy Federal Bldg., Boston, Mass. 02203; 85 Front St., P.O. Box 272, Berea, O. 44016; 1520 Texas Ave., Houston, Tex. 77002; 24 California St., San Francisco, Calif. 94111. The information also may be obtained from insurance agents and producers, or from Field Offices of the U.S. Department of Commerce.

Reprints of President Boylan's recent address, "A Summary of Operational Procedures and Program Changes," are available from FCIA or from Commerce Field Offices.

to foreign dealers and distributors of U.S. manufactured equipment, this policy incorporates the insuring concepts of both the short- and medium-term policies into one policy containing a single limit of liability.

Parts and other shelf items normally sold on terms not exceeding 180 days are covered under the short-term feature of the policy but are ineligible for conversion to medium-term protection.

Heavy equipment, normally eligible for medium-term protection, sold under a "floor plan" arrangement, will be treated as short-term while the equipment is held in stock pending resale. Upon resale of such equipment, the insured may convert to medium-term coverage if the buyer offers extended terms to the end-user, and elects to U.S. rather than local financing.

One of the principal advantages of the new policy is that a down payment is not required of the buyer until resale and conversion. The maximum "floor plan" period is normally 270 days; under certain conditions, up to 365 days will be authorized.

As a resale for extended terms generally requires financing, the buyer has the option of financing locally and using the funds thus obtained to discharge his short-term obligation, or indirectly relying upon U.S. financing by securing extended terms of payment from the insured. The option selected by the foreign buyer generally will depend upon the availability and comparative cost of local financing.

As noted above, some sales would be ineligible for conversion to medium-term coverage, such as sales of parts and accessories. Other sales products eligible for conversion to medium-term coverage will be treated as short-term sales if the insured elects not to convert.

Transactions which commence as sales upon credit for a medium term (generally where the units have already been resold by the buyer for terms) may be included under this policy. The new policy should enable the exporter to gain greater flexibility in utilizing his insurance coverage to the maximum extent possible, particularly as respects payment terms and limits of liability, as well as in meeting the financing needs of his buyers.

Commercial banks as named insureds. FCIA is prepared to issue insurance contracts to financial institutions, including commercial banks, where such financial institutions assume the credit risk. Under the short-term program, policies issued to commercial banks are administered in a manner similar to the policies issued to other commercial factors who insure their accounts receivable.

Issuance of medium-term insurance in the name of a commercial bank has been warmly received by many international banks, particularly those which have had a direct relationship not only with the insured, but also with the foreign buyer. Further details on this subject will be made available upon request.

Special assignment agreement. As a service to established exporters insured under FCIA medium-term policies and the financial institutions which purchase from them an insured interest in obligations of a foreign buyer, without recourse, FCIA will enter into agreements which offer additional protection against loss to the financial institution. A three-party agreement form which has been in use for this purpose is being replaced by three two-party agreement forms. Copies of these forms will be available for distribution in the near future.

The terms of these agreements provide broad assurance that, even though the insured may not be entitled to payment under the policy, the financial institution can recover in the event that it sustains a loss as if the insured were so entitled.

The amount recoverable by reason of the special rights granted is ascertainable by the financial institution at the time it accepts assignment from the insured. This special assignment agreement supplements the normal assignment of policy proceeds which is available to all FCIA policyholders, both short and medium term.

Program fundamentals

FCIA offers four major classes of services to the U.S. exporter:

- Protection against the failure of the buyer to pay his due date dollar obligation for commercial or political reasons;
- Encouragement to grant to foreign buyers competitive terms of payment;
- Supports to penetrate high risk foreign markets with due business prudence; and
- Means to secure greater financial liquidity and flexibility in the administration of his foreign receivable portfolio.

Essentially, the FCIA Comprehensive Policies afford coverage against loss, up to a specified limit of liability, where such loss is due to the failure of a foreign buyer to pay his due date dollar obligation in connection with the sale of goods or products produced or manufactured in the United States, other than any such loss where the buyer has been relieved of his obligation to pay because of an act or omission of the exporter.

Eximbank is the sole insurer for defined Political Risks, while the members of FCIA are the sole insurers as respects all other insured risks which are referred to in the policies as Commercial Credit Risks.

On each credit sale, the exporter must retain a small portion (usually, 10%) of the loss for his own account. Generally speaking, the terms of payment insurable under FCIA policies are those customary in international trade.

Close cooperation important

Each of the operational procedures is rooted in the need for cooperation between the insurers and the insureds. The insured exporter is asked to put forth his best efforts by selecting creditworthy buyers, entering into firm contracts of sale with such buyers of his products and taking care to perform in accordance with those contracts, and complying with all the terms and conditions of his FCIA policy.

With "reasonableness" as the keynote, the Foreign Credit Insurance Association will make every effort to provide service which answers the exporter's needs, says Boylan. He looks "to quickening steps in the future to expand and strengthen the role of private insurers in this nation's export expansion drive."

New Eximbank export credit program backed U.S. sales valued at $82 million in first 2 months

Products sold range from commercial jets to farm commodities; more liberal credit standards seen as aid to balance of payments

In its first two months of operation, the Export-Import Bank's $500 million Export Expansion Facility (EEF) was used to support U.S. exports valued at $82 million. Eleven transactions involving sales in six different countries were authorized.

Eximbank's liability under these transactions amounted to $72.9 million. This figure represents the contract value less cash payments and supplier participation, plus guaranteed interest.

The U.S. products to be exported under the Eximbank assistance authorized since July 31 range from commercial jet aircraft to agricultural commodities to automotive components. Eximbank's authorizations have been in the form of direct credits, export credit insurance, and guaranties of commercial bank credit. They have helped pay for imports of U.S. goods in Afghanistan, Bolivia, Brazil, Iran, Lebanon and Nigeria.

Extended guarantees and FCIA insurance accounted for by far the greatest number (9 out of 11) and value ($62 million out of $72 million) of the transactions. The value of individual transactions ranged from $75,000 for electrical equipment to Nigeria to over $40 million for exports of jet aircraft to Lebanon.

Up to $500 million

The new export credit program was authorized by Public Law 90-390 and implemented by Executive Order 11420, signed on July 31. Public Law 90-390 allows Eximbank to use up to $500 million of its lending authority of $13.5 billion to assist those export transactions which do not meet Eximbank's standard risk criteria but which promise to advance the long-term commercial interest and foreign trade of the United States. These risks may relate either to the individual buyer or to the debt-servicing ability of his country, or both.

In the past, Eximbank had been unable to support transactions for which a reasonable assurance of repayment was not certain. Now, through the FCIA insurance program and its own guarantees and loans, Eximbank can support many of these export transactions that offer less likelihood of repayment, provided they foster long-term U.S. trade and commercial objectives.

By assisting exporters in offering fully competitive credit terms in connection with their sales, the new facility will help to expand U.S. export trade and to move the balance of payments closer to equilibrium.

No softer terms

The new legislation allows Eximbank to liberalize its standards with respect to the risk aspect of export credit transactions. However, the EEF will not provide financing on soft terms; the law states that use of the new facility is subject to Eximbank's usual policies with respect to terms of repayment, interest rates, fees, and premiums.

By way of illustration, the EEF may support export sales to a foreign buyer whose credit rating would formerly have been unacceptable for FCIA insurance or Eximbank guarantees or loans. In other cases, the EEF could cover additional Eximbank authorizations in high-risk markets where previously Eximbank would have been severely limited in increasing its exposure.

The legislation specifies that, in charging off approved transactions against the EEF, the full face value of loans, but only 25% of insurance and guarantees, shall be counted. The EEF could support up to $2 billion in exports at any one time, depending on the share of support provided in the form of insurance and guarantees. Since loans also will undoubtedly be authorized, the potential volume of exports that can be supported by the Export Expansion Facility will be lower.

The new law also provides that the first $100 million of losses incurred by the EEF be borne by Eximbank, the second $100 million by the U.S. Treasury, and all losses thereafter by Eximbank. While the use of the EEF involves somewhat riskier transactions and may give rise to a somewhat higher loss rate than experienced by the Eximbank in the past, losses of the magnitude set out in the legislation are not contemplated, since they would be contrary to the balance of payments benefits the new facility is designed to provide.

The EEF is, in effect, a special account on Eximbank's books against which designated transactions are charged. Accordingly, it operates as a component of Eximbank's traditional programs. Exporters do not apply to the EEF or change their regular application procedures for Eximbank or FCIA financing support.

Applications reviewed

Eximbank and FCIA review incoming applications to determine whether the proposed transactions can be accommodated under their regular programs, or, if not, whether EEF financial support is nevertheless justified because of considerations such as market penetration, high follow-on exports, or other special foreign trade or balance of payments advantages.

Thus, the financing benefits of the new facility automatically become available to exporters as Eximbank and FCIA approve applications to support transactions that otherwise would not have been assisted.

Eximbank's guarantee program for commercial banks also benefits from the new facility. Under this program, Eximbank guarantees commercial banks against loss on the financing they extend on medium-term credits for specific export transactions. Although banks rather than exporters are the applicants under this program, exporters benefit from the incentive to banks to finance exports and from the fact that Eximbank will provide the guarantee only for bank financing extended without recourse on the exporter.

In addition, the new facility is available for Eximbank's direct loan program, under which Eximbank lends to foreign borrowers who use the loan proceeds to purchase capital goods and services from the United States.

The Executive Order establishes an Export Expansion Advisory Committee consisting of the Secretary of Commerce as Chairman, the Secretaries of State and Treasury, and the President of Eximbank. The Committee advises Eximbank on specific financing proposals as well as suggesting plans, policies and procedures to obtain maximum balance of payments benefits from the new program.

Cincinnati companies show export products at Shillito's exhibit

U.S. Trade Center theme highlights promotion in department store

Cincinnati area residents shared a world trade salute with their exporters as Shillito's Department Store opened a Trade Center to show products aimed at overseas markets.

By the end of the first two days of the exhibition, Shillito's estimated that some 2,000 people had seen the company displays. Cincinnati television and radio stations, as well as local newspapers, covered the opening ceremonies.

Shillito's annual Import Show was revised this year to show the other side of the trade street—exports. The two week exhibition was held at Shillito's downtown store.

The central exhibit of the show was a U.S. Department of Commerce display highlighting services at the six U.S. Trade Centers overseas.

Billed by the cooperating Commerce Cincinnati Field Office and the Cincinnati Regional Export Expansion Council as "the first U.S. Trade Center Show ever held inside the country," the exhibition was acclaimed as "a dramatic illustration of the Queen City's vital contribution to international commerce," in a message from Secretary of Commerce C. R. Smith.

Fifty-three Greater Cincinnati area manufacturers participated in the completely filled exhibition, displaying a wide range of equipment and products presently being exported to countries all around the world. Among the products displayed were airplane engines, mining equipment, machine tools, toys, sportswear, time equipment, musical instruments, and popcorn machines.

The Ohio State Department of Development, which has sponsored several trade missions to foreign countries with U.S. Commerce Department assistance, mounted a special exhibit for the Shillito's promotion. At the formal opening of the store exhibits, Director Fred P. Neuenschwander of the Ohio Development Department discussed the steps the State has taken to promote exports. He cited past successful Ohio Trade Missions to Europe, Asia and South America, and mentioned the forthcoming trade mission and mobile trade fair to Australia in November.

ENTRANCE TO DISPLAYS (above) set the theme for Shillito's exhibit of Cincinnati's exports to world markets and how the six U.S. Trade Centers overseas help U.S. firms to sell their goods abroad.

TWO LOCAL FIRMS Procter & Gamble (above) and Phillips Films Division of Phillips Petroleum Co. (below), were among the 53 Cincinnati area companies to mount exhibits at Shillito's store.

First U.S. exhibition in Korea will promote industrial equipment sales in fast-expanding market

Display scheduled for Seoul in May to show U.S. packaging, food processing, metalworking, plastics, petrochemical, test machinery

The U.S. Department of Commerce will stage a commercial exhibition in six major categories of industrial machinery and equipment in Korea next spring to help American manufacturers pin down immediate and long-range marketing opportunities in "the surprise package of the Far East."

Sponsored by the Department's Bureau of International Commerce, the U.S. Industrial Machinery Exhibition in Seoul, May 8-17, 1969, will be devoted to equipment for the packaging, food processing, metalworking, plastics and petrochemical industries, and to industrial testing and measuring devices.

The show will be the first U.S. commercial exhibition ever held in Korea, a nation whose rapid industrial development has brought such descriptions as "surprise package" and "economic miracle."

Korea's industrial production surged forward at an average annual rate of 15% from 1962-66, and registered a 22% gain in 1967. Exports of manufactured products now represent almost three-fourths of Korea's total foreign sales, compared to less than one-fourth in 1962.

This rapid industrialization has been greatly assisted by the acquisition of large amounts of foreign-made machinery. Continued large infusions of foreign machinery will be necessary if the country is to sustain its export momentum and meet the consumer demands of a young, rapidly growing domestic population.

U.S. sales of non-electrical machinery to Korea rose from $8,462,000 in 1965 to $29,548,000 in 1967. But the United States still ranks second to Japan in the market. As of 1966, American companies accounted for about 12% of Korea's machinery imports.

Former Deputy Assistant Secretary of Commerce Mark Feer, who accompanied a private U.S. trade mission to Korea in March 1967, found that Korean industrialists "would like to see increased U.S. exports" to their land.

Research by the Bureau of International Commerce defines several areas of the Korean economy that are open for market penetration by U.S. machinery manufacturers:

Packaging—Increased competition and growing volume of production are forcing packers to seek new methods. There is considerable demand for glass and plastic food container equipment; blister and skin-packaging equipment, and bagging, sealing and labelling equipment.

Food processing—The Korean government has set up a corporation to develop both the domestic and export potential of the food processing industry. A number of large food-processing complexes will be created. They will need can-sealing equipment, aluminum-packaging machinery, juice-concentrating equipment and commercial refrigeration equipment.

Metalworking—Imports of equipment have increased ten-fold during the past five years, reaching over $12 million in 1967. Construction by 1970 of an iron and steel mill with an annual capacity of 600,000 tons will stimulate further demand for jig-boring machines, boring-drilling-milling machines, automatic lathes, gear-tooth grinding and finishing machines, metal-surfacing and resurfacing equipment and welding equipment.

Plastics—Production reached 27,308 tons in 1967, almost double the 1966 level. Major growth in the industry should occur upon completion in 1971 of a planned petrochemical complex. Demand exists for calendars, extruders and dyes, and injection-mould equipment.

Petrochemicals—Korea's present Five-Year Plan gives high priority to the development of a petrochemical industry. Factories will be built to produce naphtha, polyethylene and other petrochemicals. There are good opportunities for U.S. suppliers of pumps and valves.

Testing and measuring equipment—As manufactured products take over a larger share of Korea's exports, the need for equipment to insure the competitive quality of these products is growing. Precision measuring and testing equipment for machine shops; foundry sand testers, and nondestructive testing machines are in demand.

An intensive market-development campaign will be carried out by the U.S. Departments of Commerce and State in advance of the Seoul exhibition to attract Korean buyers, agents, distributors, and business and government leaders to the U.S. display.

Other developing nations have responded enthusiastically to recent Commerce Department shows similar to the one scheduled for Seoul. Sixty-two U.S. companies taking part in an exhibit of metalworking, petrochemical, food-processing, and plastics-manufacturing equipment at Taipei, Taiwan, in October 1967 had floor sales of $296,000 and forecast first-year sales of $2,131,000.

At the same time, 57 U.S. firms in an exhibition of metalworking and other machinery in Lima, Peru, had floor sales of $306,000 and forecast $2.5 million in first-year orders.

U.S. machinery manufacturers interested in the May exhibition in Korea may obtain further information from the U.S. Department of Commerce (BIC 936), Washington, D.C. (telephone area code 202, 967-4705) or from any of the Department's Field Offices.

USDA plans two overseas food promotions in January

The U.S. Department of Agriculture has announced final plans for its first two overseas promotions of U.S. food products in 1969, at Amsterdam and Milan.

A special display at the 13th Trade Fair for the Hotel, Restaurant, and Allied Food Industries, dubbed HORECAVA, from Jan. 6-9, 1969, in Amsterdam, and a week-long exhibit at the U.S. Trade Center in Milan, Jan. 14-19, will feature American processed foods, with special emphasis on institutional and industrial packs.

All food products composed principally of ingredients made in the United States are eligible for display, as are U.S. bulk products packaged abroad under non-U.S. labels, again if they have mostly American-made ingredients.

Write: International Trade Fairs Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington, D.C. 20250.

CLARK ELECTRONICS PRESIDENT Bernard Peskin (right) outlines details of his firm's pressure sensitive paints, shown overseas for the first time at recent transducers show at Frankfurt Trade Center.

Meet Clark Electronics, new exporter with four employees

California producer of transducer items started with Frankfurt Trade Center show, now is looking at market in Japan

"We've suddenly become conscious of the extent of foreign markets, following our participation in the Frankfurt Trade Center's exhibition of transducer instrumentation systems," says Bernard Peskin, president of Clark Electronics, a Santa Ana, Calif., division of Advance Components Corp.

"We were thoroughly delighted with the results of the Frankfurt show, our first direct venture into overseas selling," says Peskin. "We've even started investigating the Japanese market, following the success of our first major step into exporting."

Such comments are not new to Commerce Department officials who operate the Frankfurt Trade Center and other exhibition sites like it in Europe and Asia. They hear such phrases from many participating businessmen. The news is in the size of Clark Electronics—it has a total of four employees.

Peskin heard about the Commerce Department's aids to prospective exporters through a California export seminar, and was contacted shortly afterward by a Commerce Department exhibition plans officer, who suggested that Clark Electronics exhibit its product lines at the Frankfurt show.

As it does for all overseas shows, Commerce mailed out several thousand Export Market Guides that explain the opportunities for U.S. sales in the European transducer market, and include a reply card.

It was when Peskin returned the inquiry card asking for more information on the show that wheels really began to turn.

A complete exhibitor information kit was sent to the California businessman. A telephone call followed a few days later.

In response to Peskin's question as to whether Commerce was really interested in a firm as small as Clark Electronics, plans officer Bill Thomas assured him that small companies are one of the prime targets for those at Commerce who try to get new manufacturers into exporting.

Thomas explained that the Department of Commerce services are designed to be most useful to the small- and medium-sized exporter, since the largest firms in most industries have their own extensive international operations departments, with personnel and equipment a small firm cannot possibly match on its own.

Tom Moore, an official of the Department's Commercial Exhibits Program, put it this way: "Commerce functions for the smaller company in much the same way a larger corporation's marketing research and exporting divisions would."

The Clark president made plans to attend the Frankfurt show himself to explain his products to potential European buyers, leaving his company production manager behind to look after Clark's operations in his absence.

Meets individual requirements

Many of Clark's products are engineered for specific uses following receipt of orders, and the company's small size gives it the adaptability to meet requirements of individual customers.

"We had previously sold overseas only through random requests from foreign firms which had seen our products in U.S. publications," says Peskin, "but now we have discovered that in most cases, if there is a market for a product in the United States, there's a market in other countries."

Commerce promised Peskin potential exposure to all users of transducer equipment in Germany, through show invitations sent to all identifiable members of the industry.

Even more important for the new exporter, an agent identification program was undertaken to contact a number of reliable distributors handling related or complementary lines.

Clark was given the same Commerce Department assistance provided for any exhibitor who is new to a particular market. The U.S. Commercial Officers on the spot lined up appointments with the best potential representatives in the target market area, getting a large part of the necessary spadework prior to entering a market out of the way even before Peskin arrived in Frankfurt to man his company's exhibit booth.

Peskin assumed the presidency of Clark in 1967, after several years in marketing management positions with other California firms. He holds bachelor's and master's degrees in mechanical engineering from the University of Illinois, and was on the engineering faculty of that institution for two years.

The company president's only regret after the show was that, because of prior commitments, he had to leave Frankfurt before having a chance to take advantage of all the leads he picked up during the five days of the exhibition.

Immediately after the show, Peskin reported that he had made sales of $4,000 at the Trade Center, and expected another $15,000 in residual sales over the next twelve months.

"The Commerce Department's preshow market development campaign really brought in the interested technical people in the trade to see our products," Peskin commented. "The buyers were geared toward the use of our products, and we saw a much higher level of businessmen than we would encounter at a similar show in the United States."

Clark Electronics has now nearly completed negotiations with three agents to represent Clark products in different European areas.

"Two companies have already signed for distributorships," says Peskin, "a third is undertaking test marketing of our line prior to signing a long-term distribution agreement, and a fourth has become a Clark representative."

Clark's products on display at the Frankfurt Trade Center included solid state force transducers of several types and sizes, with varying mounts for many electronics applications, but the showstopper was a line of pressure sensitive paints designed to change force or pressure into electrical signals.

Goteborg, Sweden, site of Marine Equipment Fair

"From Door to Door Across the Sea" will be the theme of the Second International Exhibition for Sea Transport and Marine Equipment, scheduled for Goteborg, Sweden, June 5-10, 1969.

The fair will have six groupings: containers and transport gear; marine equipment; port equipment; planning aids; cranes and similar machinery; and shipping companies.

In conjunction with the fair, the International Cargo Handling and Coordination Association will hold its world congress in Goteborg from June 2-5.

Write: Svenska Massan, Goteborg, Sweden.

Milan exhibition puts U.S. focus on growing test equipment market

March Trade Center show will cater to Italian industrial needs for latest technologically advanced non-destructive testing tools

Italy today is regarded as a major market for equipment in the materials testing and quality control fields.

The rapid growth of the Italian industrial machinery and consumer goods industries has pushed demand for this equipment to a new high. It is particularly strong in the metals, automotive, aircraft, shipbuilding, motors, electrical and electronics, chemical, petroleum, construction and civil engineering industries. Scientific research also has generated substantial demand.

Exhibition next March

To help American manufacturers reach this eager market, the U.S. Department of Commerce will sponsor an exhibition of materials testing and quality control equipment, Mar. 1-7, 1969, at the U.S. Trade Center in Milan.

Italian market research by the Department's Bureau of International Commerce underscores good sales prospects in the expanding economy of this important member of the European Common Market. Keying this outlook is investment planning for the current year—more than $3 billion by private industry and a slightly greater amount by the government.

Italy relies heavily on imports for her test equipment needs. A recent survey estimates that 70-80% of non-destructive types of testing apparatus is imported.

U.S. test equipment makers at the March exhibition will be attempting to boost America's already increasing share of Italy's imports in this field. U.S. sales of test and control equipment to Italy were estimated at $50 million in 1966, latest year with full data reported. That represented a 30% share of the market, second to West Germany's 35%.

Prospects are bright

Despite increasing competition, prospects for U.S. manufacturers remain bright as a result of the high regard for American-made testing equipment, according to Commerce. In the case of non-destructive test apparatus, the Italian market survey revealed a unanimous opinion that "the progressiveness and high technological quality of American 'NDT' equipment still places it at the forefront of this field."

The following equipment is reported to have excellent market potential:

Liquid penetrants, radiographic equipment, magnetic particle equipment, eddy current generators and accessories, ultrasonic equipment, microdurometers and tensile strength testers, electronic scanners, visual comparators, specialized microscopes, vibration and stress analysis apparatus, spectrometers and spectrophotometers, chemical analysis apparatus, thermal analysis systems, and environmental test equipment, including chambers, tunnels and ovens.

An intensive market development campaign prior to the U.S. exhibition in March will assure exhibitors of attendance by potential buyers as well as agents and distributors interested in establishing long-term business relationships. The Trade Center staff also will assist exhibitors with trade information on Italian firms, general market information, and commercial transaction procedures.

Past shows successful

Several past Commerce-sponsored exhibitions in the test equipment field have produced sales results or expectations in the million-dollar range. Among the most recent, a materials testing equipment show at the U.S. Trade Center in Frankfurt last February brought 19 exhibitors $140,000 in off-the-floor sales and forecasts of $1,252,000 in additional orders within a year. The environmental test field was the theme of a London Trade Center exhibition in September, 1967, when 29 U.S. companies reported immediate sales of $116,000 and projected another $1,343,000 in first-year business.

U.S. manufacturers interested in the Milan exhibition may obtain further information from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (telephone: area code 202-967-5351), or any of the Department's Field Offices.

Paper machinery set for repeat show at Stockholm Trade Center

Encore of 1966 exhibition scheduled to coincide with annual congress of the Swedish Pulp and Paper Engineers Association

U.S. manufacturers of pulp, paper and converting machinery will join the U.S. Department of Commerce in Stockholm, Sweden, next spring for their second major sales exhibition in one of Europe's largest markets for equipment for the paper-making industry.

The show, sponsored by the Department's Bureau of International Commerce will be staged at the U.S. Trade Center in Stockholm, Mar. 20-26, 1969, and is timed to coincide with the Annual Congress of the Swedish Pulp and Paper Engineers Association.

The exhibition promises to repeat the success of a 1966 Trade Center sales campaign that helped U.S. exporters double their sales of pulp and paper machinery to Scandinavia in 1967.

Sweden, undergoing modernization, capacity expansion and vertical integration of its pulp and paper industry, is an especially good market. The Swedes intend to invest over $120 million annually through 1971 for new equipment, controls and supplies.

Plans call for an increase in pulp capacity to 9 million tons from the current 6.5 million tons and an expansion of paper plant capacity to 5 million tons from the present 3.5 million tons by 1970. At the same time, the industry employment level is expected to drop by 2,800 workers, so the need for efficient and labor-saving machinery is great. In 1967, U.S. exports to Sweden of this machinery reached $6.4 million.

Finland, which underwent large scale modernization of its paper industry in the early 1960's, now has a pulp capacity of 7 million tons and a paper capacity of 2.6 million tons. In 1967, the Finns imported $1.3 million worth of U.S. equipment for this industry.

Norway and Denmark each imported over $800,000 of this type of equipment from the U.S. in 1967.

Although most types of machinery are in demand, studies show especially good sales prospects for advanced pulp refining equipment, advanced waste paper cleaning systems, head box and sheet forming machines and other advanced paper production machinery.

Also needed are paper coating machinery; paper converting machinery such as winders, slitters, web control and inspection systems, and paper packaging machines; regulators and instruments for quality control production; transducers, data-loggers, and other control equipment; new board manufacturing resins, sizing agents, and chemicals; and water treatment equipment such as settling pond evaporation, reverse osmosis, and sludge centrifuge systems.

At the first pulp, paper and converting equipment show in Stockholm in 1966, 30 companies netted $729,000 in one year sales and signed 8 agents to continue their sales activities in the area. The 31 participants at the most recent Trade Center show of papermaking equipment, held in the Milan Trade Center in May, 1968, earned $278,000 in off-the-floor sales and predicted another $2.2 million in sales.

A market development campaign is already under way throughout Scandinavia to attract buyers and agents to the Stockholm show. U.S. manufacturers interested in participating in the show may obtain additional information from the U.S. Department of Commerce (BIC-946), Washington, D.C. 20230 (telephone: area code 202-967-3713) or from any of the Department's Field Offices.

Growing British market for transducers will be sales target of February exhibition

U.S. exporters will aim to maintain estimated 50% share of U.K. imports in field; especially good sales prospects reported in research industries

Great Britain's rapidly growing market for transducer instrumentation systems will be the target of a U.S. Department of Commerce sales exhibition at the U.S. Trade Center in London, Feb. 10-14, 1969.

The show, sponsored by the Department's Bureau of International Commerce, will give U.S. exporters an excellent opportunity to reach Britain's expanding research and development industries and a wide range of other British industries using transducer equipment.

The U.K. instrumentation market increased by 20.4% during the last three years, reaching an estimated $504 million in 1967. That year, U.S. manufacturers captured approximately half the estimated $144 million British import market for instrumentation equipment, selling products worth $77.3 million, up from $50 million in 1966.

Market research shows that transducers are being used extensively by British scientists, engineers, and research personnel for both non-destructive and destructive testing, materials testing, and vibration testing.

These studies report especially good sales prospects in the research industries, including product development and aerospace research laboratories; universities, hospitals and medical research institutes; aviation and automotive research; and geophysics, metallurgy, seismology and oceanography laboratories. Transducers also are in demand in a wide range of other industries, including electronics, textiles, steel, and communications, and in government and military operations.

In demand are sophisticated transducers of most types, including piezoelectric, ultrasonic, and subminiature transducers, and medical transducers. Transducer instrumentation, gages and data acquisition equipment, instrumentation for testing and calibration of transducers, and transducer digital output systems and other related equipment also are needed.

U.S. manufacturers participating in the London show will benefit from a market development campaign already under way to attract buyers, agents, scientists and engineers from the wide variety of firms using transducer equipment. Firms interested in taking part in the exhibition may obtain additional information from the U.S. Department of Commerce (BIC-942), Washington, D.C. 20230 (telephone: area code 202-967-4461), or any of the Commerce Department's Field Offices.

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CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **French** imports from the United States in Jan.-Aug. were $852 million, up 1% above the corresponding period of 1967. Total French imports rose to $8,693 million, up 7%. Both total French imports and imports from the United States made a substantial July-August recovery of losses suffered in May-June as a result of the general strike in France. Nevertheless, the increase in imports from the United States continues to lag behind the increase in total French imports. Consequently, the U.S. share of total French imports declined from 10.4% in Jan.-Aug. 1967 to 9.8% in Jan.-Aug. 1968. . . . E.I. DuPont de Nemours of Wilmington, Del. and its **German** subsidiary, DuPont de Nemours (Deutschland) G.m.b.H., have opened a new polyester and nylon production plant at Uentrop in the Ruhr. The new plant has an annual capacity of 45,500 tons of polyester and polyamide. . . . **Spain's** first nuclear power plant—Zorita—located in the Province of Guadalajara was recently inaugurated. The 500,000 kw. capacity plant operates with a core supplied by a Westinghouse pressurized water reactor and on Spanish uranium enriched in the United States. Once full capacity is reached, the plant will supply electricity to the power network of Metropolitan Madrid.

U.S.-German trade is up

Imports from U.S. reached $2.1 billion last year, but competitive position is declining

By M. P. BOERNER

Commercial Officer, U.S. Embassy, Bonn

"Is the U.S. still competitive in foreign markets?" With increasing frequency in recent months I am asked my views on this question. My answer for the German market is a straightforward "Yes."

Last year, a year in which Germany's total imports and imports from the U.S. dropped somewhat because of recession conditions, the Germans still imported a whopping $2.14 billion worth of U.S. goods.

This year the German economy is on the move again, and shipments for the first seven months from the United States were up almost 5% over last year's levels. They increased much more than that in such areas as chemicals and chemical products, machinery and electrical equipment.

Any country that supplies almost a quarter of a billion dollars worth of machinery to such a highly-developed economy as Germany's in one year must be doing something right!

Yet I usually qualify my comments to visitors on the subject of American competitiveness: it can be measured at a point in time, much as a company can state its net worth by its year-end balance-sheet, or it can be gauged over a period of time, something like a company's profit-and-loss statement for the year.

By this second test, the United States is performing somewhat less impressively. While our shipments to Germany rose from $1,987 million in 1963 to $2,139 million last year, our share of the German import market declined from over 15% to slightly more than 12%.

The traditional U.S. post-war trade surplus with Germany, about $150 million in 1963, will be converted into a deficit of almost $400 million this year, due mainly to huge increases in German exports to the United States. Part of the large increase in the deficit this year is due to some transient factors such as the devaluation of the British pound, strikes and threats of strikes in the United States, a fear of new protectionist legislation by the U.S. Congress, and a rate of inflation in the United States which currently exceeds that in Germany.

Persistent trend

But the trend I refer to has persisted in either mild or aggravated form since about 1962. The fact is that while our absolute competitive position is sound, it is nevertheless declining relative to other countries in the German market and relative to German sales efforts in our own home market.

There is some merit in stating the situation this way, I believe, because it fairly balances praise for U.S. exporters in making the huge advances they have in the German market with the recent setback in our overall trade position vis-a-vis Germany. It enables us to say legitimately to U.S. manufacturers not yet active in the German market—yes, there is an opportunity here, over 2,000 of your fellow Americans are already established in this market, selling over $2 billion worth of goods annually—and at the same time get across the point that the competition is getting tougher.

Members of the commercial staffs at the Embassy in Bonn and at the U.S. Consulates General in seven other cities in Germany recently conducted a poll on the competitiveness of U.S. goods in the German market and found that these observations were shared by those active in U.S.-German trade. This survey also uncovered some specific comments about U.S. competitiveness which should be of interest to those who are weighing their chances here.

Importers of products with a heavy technological input invariably reported that business was good and getting better —U.S. manufacturers of such items all across the board can expect to do well. High quality also counts; many end-users here reported they were buying U.S. products because of this, despite higher prices.

Spare parts and servicing were mentioned by almost all as essential factors—either U.S. goods were doing well because of them, or poorly because they were lacking.

On the negative side, many mentioned inflation and rising prices in the U.S. relative to Germany as factors leading to declining sales. Others stressed an interest in U.S. products, but an apparent lack of corresponding interest on the part of U.S. suppliers, who feel content with their domestic business and not interested in "contending with foreign currencies, the metric system, foreign languages, and other complications."

Others felt the long run prospects for

U.S. EXPORTS TO GERMANY ARE GROWING, but our relative share of the German import market has been slipping steadily since 1962. Above, the city of Kiel, one of Germany's busiest ports.

some U.S. products already under pressure from competition elsewhere in Europe would decline now that all duties between members of the Common Market have been eliminated.

While these general observations may be of interest to readers of INTERNATIONAL COMMERCE, it is obviously of far more significance to potential suppliers to the German market to get down to the specific products which have best sales prospects.

Businessmen polled

The following observations are based on a recent poll and on day-to-day discussions with U.S. and German businessmen, purchasing agents, importers, dealers and others active in German-American trade. The regularly-programmed commercial exhibits held at the U.S. Trade Center in Frankfurt and at German trade fairs, which are based on surveys conducted by private market research consultants, also have yielded a large and valuable fund of hard information about the prospects for specific commodities, representing the consensus of exhibitors and visitors to these shows.

Electronics production equipment. West Germany's electronics industry, the largest in Europe, is expanding rapidly to an estimated 1968 production record of $1.7 billion, a 5% advance from 1967. For some sectors, however, larger annual growth rates are expected such as 20% for computers, where the 1968 market is estimated at $250 million. Germany's manufacturers of industrial automation equipment also expect an above-average growth of their market volume at an annual rate of 12-18%.

Last year German industry spent some $1 billion on automation equipment, and 60-70% of all capital investments of the German industry in 1968 will be for hardware to increase productivity.

To assist U.S. industry, the Department of Commerce is sponsoring its first official exhibit of electronics production equipment at the ELECTRONICA 68, the leading event in the field of electronic components, measuring and production equipment, to be held in Munich in mid-November.

Welding, cutting equipment. In the past several years, U.S. exports of welding and cutting accessories, equipment and supplies to Western Europe have increased steadily, and sales prospects continue favorable. The Department of Commerce will sponsor a U.S. exhibition at the September 1969 Welding and Cutting Fair in Essen, the leading event of its type in Europe held once every four years. Advanced U.S. products, such as electric beam welders, lasers, and plasma arc welders, as well as newer welding techniques will find good acceptance.

Nuclear and electronic medical instrumentation. The current market for medical electronics, including X-ray equipment, is estimated to be some $50 million, with an anticipated annual growth of 15% in the next three years. The market for nuclear medical equipment and isotopes has witnessed a particularly remarkable above-average expansion in the recent past at an annual rate of 30%, and the current market volume for nuclear medical equipment amounts to some $15 million.

There is also an excellent market for U.S.-made sophisticated equipment used in medical diagnosis and therapy. In nuclear medicine, over 40% of all imports come from the United States. Of particular interest are: Electrocardiographs, cardiscopes, monitoring systems, mobile resuscitation units, automatic clinical analysis systems, scintillation cameras, cobalt therapy units, ultrasonic medical equipment, and special optoelectronic equipment, such as surgical lasers spectrophotometers.

Laser equipment. Germany's $2 million laser industry is expected to double by 1970. The electronics and precision instruments industries are on the verge of employing lasers in manufacturing processes, but in other fields, such as scientific research and life sciences, lasers are already increasingly used. The dominant position of U.S. equipment in an expanding market and the high reputation it already enjoys in German scientific and technical circles, provides a unique sales opportunity for U.S. firms.

The following products are in demand: Solid state lasers: gas lasers; injection lasers. Power sources: energy storage capacitators; inductive energy storage units; triggered generators; high-power pulse modulators. Laser material. Qu-switches and light modulators: Pockel and Kerr cells; thin films. Filters. Highly specialized optical components: optical insulators, dielectric mirrors; beam manipulators. Flash tubes for laser excitation. Power meters. Laser systems and applications: Laser interferometers; holography; high-energy laser devices for metal working; devices for integrated circuits, resistors and semi-conductors. Lasers for construction engineering, geodetic applications, medical applications, and telecommunications.

Water pollution control equipment. Rising investments in water pollution control are expected in Germany for the next ten years. Present government investments amount to about $250 million annually and industrial outlays are estimated to be even higher. A recent trade mission to Germany reported that U.S. advances in this field, particularly in sludge incineration, indicate favorable trade or licensing prospects. (INTERNATIONAL COMMERCE, Sept. 2).

Advanced air purification and control equipment. Federal and state grants for research on air pollution, as well as investments by industry, have increased con-

siderably during the last few years. U.S. equipment, particularly in the field of measuring and control devices, can be competitive with German and other European equipment, since the technology and expertise just now being developed in Germany already exists in the newer U.S. equipment.

Major items in demand are calorimeters, gas samplers and recorders, monitoring equipment, particle counters, and continuous gas analysis instruments. U.S. firms already operating successfully in Germany report that some U.S. techniques and equipment are considered outstanding in certain fields.

Gardening equipment. A whopping 72% of the German population name gardening as their top hobby. Almost every second household, or approximately 9.8 million, has a garden; about half of these also have a lawn, with an average size of 1,300 sq. ft. Most large cities have a so-called green belt, consisting in part of tillable areas which are made available to apartment dwellers and small home owners as "Kleingarten" (little gardens). Nurseries and greenhouses also represent a growing market for small powered tilling and cultivating units.

Annual growth rates of 15% are predicted for gardening equipment as leisure time will increase and the labor shortage leads to do-it-yourself solutions for the garden owner who used to have hired help.

The market for U.S. equipment is estimated at about $6 million (35% of total imports); major imported products were: power lawnmowers, sprinklers, lawn fertilizers, grass seeds, hedge trimmers, and lawn maintenance equipment.

Packaging Machinery and Equipment. Imports of U.S. packaging machinery and equipment have been rising steadily over the past few years and amounted to $2.3 million in 1967. The share of U.S. imports was 17.5%, the second-largest after Italy. American machinery still has a technological advantage and, although prices are somewhat higher than those quoted for domestic equipment, American machinery can compete where high, uniform production rates have to be maintained for continuous operation; in high-speed production that calls for highly precise, usually electronic control; with large machines for unique purposes that cannot be economically produced in Germany.

A good market exists for the following equipment: *Printing equipment* for multicolor printing of plastic; heat transfer printing; thermograving; electrostatic printing. *Laminating* for multilayer laminate process; dry bonding; extrusion laminating. *Can making machines* for high production rates; for experimental purposes. *Automatic box making machines* with rotary cardboard punch press, folding, stapling and sealing; wooden box and crate making machines for high production rates. *Wrapping machines* for wrapping flowers in plastic bags; for binding, strapping and tying large packages; for wrapping oval shaped bales of fabric.

Other promising items include high speed liquid filling systems for viscous and foaming fluids, filling systems for aseptic filling, bottling and hot sealing; plastic bag filling and sealing machines; aerosol valves and valve testing equipment; test equipment; electronic weighing and weight control equipment; materials handling equipment, such as lifting, conveying and feeding, to be attached to the packaging machines, and plastic packaging, destruction (combustion, pulverizing, compression) equipment. Commerce may sponsor a showing of packaging machinery at the May 1969 INTERPACK, which is the largest packaging machinery fair in the world.

Advanced Metalworking Equipment. Germany is on the threshold of applying non-traditional machining processes in the aerospace, nuclear, and automotive industries. There is a rapidly-increasing demand for all types of advanced machines because of increased use of intractable materials and intricate shapes of workpieces. There is need for this equipment in the machine tool industry, tool shops for the repair and manufacture of dies, molds and tools, as well as in the horological and jewelry industries and in the manufacture of hydraulic gear.

Teaching machines and programs. Education is now receiving priority attention from Federal, State and local governments in Germany. As new schools are built and old ones renewed there will also be an industrialization of teaching instrumentation and procedures through the use of audio-visual aids and advanced teaching aids. American equipment is competitive in price and in many cases superior in the state of the art.

The following types of equipment will find a good market: Teaching machines and programs: computer-based instruction systems, devices for linear and branching programs; proven programs for industrial, commercial and military instruction. Audio-visual aids: projectors; viewers; electronic video recording and reproduction devices; microfilm projectors; language laboratories. Special equipment for natural science and technology: computer training equipment; mathematical teaching aids; electronics instruction and training aids; school laboratory equipment.

One final note: In searching for potential buyers in the German market, two of the largest consumers here should not be overlooked: the Governments of the Federal Republic and the United States.

The German Government has an annual budget of almost $20 billion and one of the most liberal procurement policies in the world.

The U.S. Government, too, with some 225,000 troops stationed in Germany, is greatly interested in increasing the U.S. share of its procurement.

In anticipation of continuing and growing U.S. interest in German sales, the U.S. Embassy recently updated and reissued the Department of Commerce Overseas Business Report, "Selling in Germany", which contains many practical suggestions for entering this attractive market.

TECHNICAL U.S. PRODUCTS fare better in the German market. Here, a U.S. tool firm's representative explains a hydraulic system tester to German engineers at the U.S. Trade Center in Frankfurt.

Producer goods, raw materials to pace increase in Argentine imports; U.S. firms are active

Import market is far from wide open, but 1967 duty cuts helped; public works projects will require substantial equipment purchases

By GEORGE M. POLLARD
American Republics Division, BIC

Argentina's imports are expected to increase during the next five years, possibly by as much as a half-billion dollars over the $1.1 billion annual average of recent years.

Commerce Department data on the market for U.S. products in Argentina indicate that American brand name products are already available in great profusion in Argentina. The diversity of U.S. goods moving to Argentina is so extensive that 150 listings were needed to publish the commodity classifications (at the four-digit level of Export Schedule B) for which 1967 U.S. exports to Argentina amounted to $10,000 or more. The annual value of Argentina's imports from the United States for the past three years averaged around $258 million, or over 22% of Argentina's total imports in those years.

The extensiveness of U.S. participation in the Argentine market is indicated by a list of approximately 3,000 representatives, agents, and distributors for U.S. companies actively engaged in trade with Argentina. The list was published this year by the Chamber of Commerce of the United States in the Argentine Republic.

2,700 handle U.S. goods

Nearly 2,700 of those listed were handling U.S. goods. The remainder were providing banking, financial, engineering, accounting, advertising, and other services. The Chamber's 1968 listings also included nearly 270 U.S. companies operating directly in Argentina plus over 140 Argentine companies having manufacturing and selling license agreements with U.S. firms.

The total Argentine market contains a population of around 23.5 million with an estimated annual growth rate around 1.6%. Argentina's gross domestic product (GDP) apparently reached a new high in 1967 of around $15 billion at current prices, or $14 billion at 1960 prices. The Argentine national government is aiming at early achievement and maintenance of a 5% annual growth in the country's gross national product (GNP).

Manufactured consumer goods comprise a relatively small part of total Argentine imports. Few Argentines are willing to pay the high prices at which imported consumer goods must sell to cover high import duties and other charges and costs.

Argentine imports, then, are predominantly materials and equipment which domestic sources cannot supply and which are needed to keep domestic industrial manufacturing or processing facilities in operation and to keep service facilities functioning.

Accordingly, of the total value of Argentina's 1966 and 1967 imports, nearly 30% comprised industrial instrumentation, transport items, machinery and other equipment. Metals and metal manufactures, lubricants, coal and other mineral products accounted for another 30% and chemicals, plastics, and rubber products for 16 to 18%. In 1966 these categories accounted for 75% of Argentina's total imports and over 93% of imports from the United States.

Argentina, a member of the General Agreement on Tariffs and Trade (GATT), officially supports free multilateral trade but also feels pressures from countries with whom she has significant trade balances and who ask that Argentina "buy from those who buy from Argentina."

The United States ranks fourth among Argentina's export markets. Argentine exports to the United States, however, are considerably less than her imports from the United States. In 1967 exports to the United States, f.o.b. Argentina, were $124 million less than her imports from the United States, c.i.f. Argentina.

Undoubtedly Argentina would increase the extent of her imports (including those from the United States and other sources outside South America) if her means of paying for them were greater.

Thus far, about 95% of Argentine foreign exchange earnings are returns from exporting agricultural products. This situation persists even though the agricultural, forestry, hunting and fishing sector contributed only an estimated 17.4% to Argentina's 1967 gross domestic product (GDP). The manufacturing sector's contribution was an estimated 34%. World market trends in prices for agricultural products remain generally unfavorable, and emphatically so for important Argentine exports.

Even though Argentina has had foreign trade surpluses in recent years, expenditures for external services (costs of shipping, insurance, and other expenses) plus interest and repayments on foreign borrowings have greatly restricted (and for the near future apparently will continue to restrict) the availabilities of foreign exchange needed to pay for imports.

These and other aspects of Argentina's economic, social and political development have produced a set of circumstances wherein the country's import market is far from wide open. Accessibility was greatly improved, however, by the extensive March 1967 reductions in import duties.

Prohibition of imports is limited to only a few categories of products, namely, passenger cars and certain other automotive and tractor lines. However, duties up

Nigerian newspaper features industry in Kano

A 20-page illustrated supplement on industry in Nigeria's Kano area was published recently by the English-language newspaper *New Nigerian*.

The Commerce Department obtained 19 copies, which will be distributed to the first readers requesting them. The supplement features short articles on industries manufacturing textiles, confectionery, steel beds and chairs, cosmetics, canned meat products, bus and truck bodies, enamelware, leather and furniture.

Copies are available, while the supply lasts, from the African Division, BIC-884, Department of Commerce, Washington, DC. 20230.

to 140% of the c.i.f. value are levied on imported products for which Argentine capacity or incipient capacity to produce is judged adequate. In addition, there are protective import duties, sales, statistical and other taxes and charges.

Imports are limited by the operation of certain regulations established to conserve foreign exchange. An importer of any goods on which the requirement of making a prior deposit has not been specifically lifted must deposit with the appropriate government agency 40% of the c.i.f. value of the imported goods and must leave this amount on deposit for 180 days or until the goods have been released by the Customs authorities, whichever period is longer.

An importer of items or blocks of capital goods which exceed $10,000 in value must certify that these goods were obtained without the use of any form of credit or he must arrange external credits on their purchase according to the applicable regulation which specifies various value magnitudes and the corresponding time and installment payment terms required. Capital goods imports on credit valued at over $1 million are subject to review by the Argentine Central Bank and to credit arrangements developed in connection with this review.

Much of Argentina's imports, therefore, must be officially judged as meeting some accepted need for which domestic sources cannot adequately provide.

Sources of supply of certain Argentine imports are affected by the transportation circumstances of Argentina's external trade. Movements of vessels to Argentina to carry Argentine grain to Western Europe may be associated with the development of attractive rates for moving heavy cargoes such as steel and machinery from Europe to Argentina.

Familiarity helps

Familiarity of Argentine users and decision makers with particular lines of equipment and with particular systems of operations and means of equipping and maintaining these systems may be critical to decisions affecting choices of external suppliers.

The Argentine import market thus far is a relatively concentrated market. Argentina's economic development made Buenos Aires the chief port and hub of the internal transportation net of railroads and roads. Buenos Aires is also the chief financial center.

Greater Buenos Aires is the home of approximately a third of the country's population. Buenos Aires is the seat of the national government, which has highly centralized many marketing decisions for reasons previously indicated as well as because of extensive government participation in the economy.

The present Argentine Government carried through a number of economic reform measures in 1967. One apparent result of these reforms observable during the first half of 1968 was an increase in private credit.

In mid-1968 the Government floated a domestic bond issue to help finance a large public works program. The issue was quickly oversubscribed. These public works programs are intended to encourage an expansion in economic activity as well as to improve and enlarge the country's economic infrastructure.

To the extent these public works and development programs continue to go forward and increase in scope, there should be accompanying growth in Argentina's effective demand for several classes of imports. Planned construction includes highways, bridges, subways, airfields, ships and shipping facilities, electric power generating and distribution installations, pipe lines and other gas and oil field facilities, mining installations, and new and improved communications facilities. Much equipment will be needed to complete these new facilities.

For sustained economic growth, improvement is needed in the volume and quality of Argentina's agricultural as well as industrial output. This will require extensive outlays for equipment of greater capacity and improved performance.

Many significant opportunities for external suppliers to export to Argentina become operative, of course, if these suppliers invest in Argentina. In its simplest form investment can comprise extending varying forms of credit to the Argentine buyer. Other significant opportunities come only to suppliers in a position to license the use of a brand name or of a patented process to an Argentine producer. Other such opportunities require the supplier to finance partially or entirely the establishment and operation of an Argentine affiliate or branch to manufacture goods or perform other operations.

Given these circumstances, the Argentine Government policy on foreign investments merits consideration. In June, the Minister of Economy and Labor was reported as saying "the Government is interested in encouraging foreign investments, particularly in the high priority areas of the economic program, when such investments involve an effective contribution of capital and technical know-how . . . Such investments are considered suitable for the economic and social development of the country when they are made jointly with Argentine capital and when the foreign investment represents a minority interest in relation to the local participation. . . . Foreign investments, when the principal purpose is to acquire controlling interests in existing Argentine companies, would not be encouraged."

Foreign student rosters available

Interest by U.S. businessmen in an international roster of trained foreign nationals, as described in the Sept. 30 issue of INTERNATIONAL COMMERCE, has led to inquiries about another service in the same field.

The story told of the Institute of International Education's Roster of Internationally Trained Persons, which lists persons who have come to the United States and have left after completing some phase of their training. This has brought inquiries from U.S. firms, about foreign students who are currently in the United States and still undergoing training.

IIE can provide American firms with rosters of such students now in the United States, compiled according to the requests of each firm.

The rosters are based on IIE's annual census of foreign students at U.S. colleges and universities. The census for academic year 1968-69 will be completed and available for compilation of specific rosters by April, 1969. In the meantime, rosters from the 1967-68 census are available which are useful in that each student's academic status and goals are supplied, aiding recruiters in locating foreigners still in U.S. schools.

The cost of compiling such rosters is the same as for the Roster of Internationally Trained Persons; IIE charges private firms $1 per name, with a minimum charge of $50 for a list of names. Nonprofit organizations pay cost plus overhead.

Firms wishing to use the service should contact the Institute of International Education, Vice President for Administration, 809 United Nations Plaza, New York, N.Y. 10017.

Colombia now on steady growth course; nation seen difficult but rewarding market for U.S. sales

LAFTA, sub-regional integration opening prospects for U.S. investors, import licensing levels well above 1967 totals

The Lleras Government recently entered its third year of office rather firmly in control of the Colombian political and economic situation and proceeding on a steady course. This is the verdict of the semi-annual Economic Trends Report from the U.S. Embassy in Bogota.

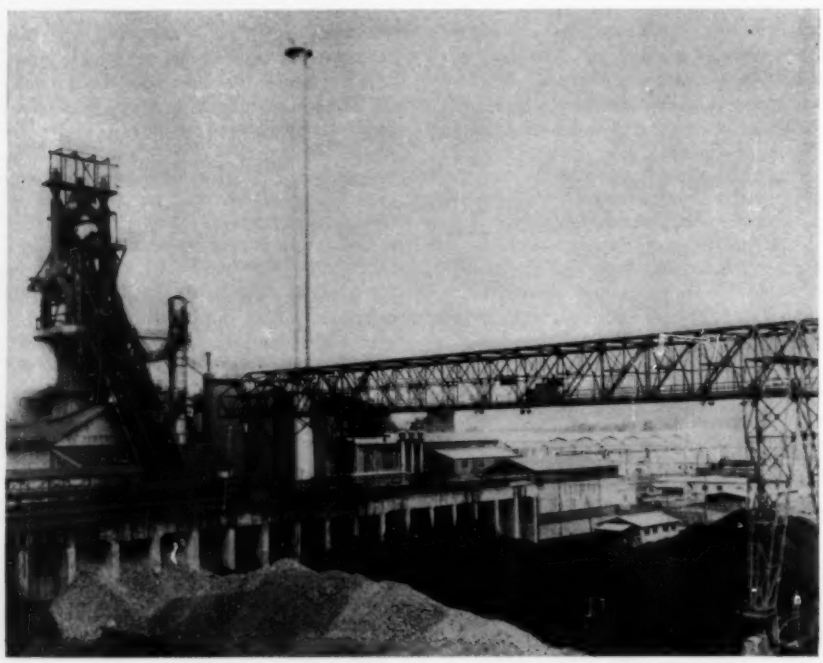
The business recovery noted earlier in the year continued to gain ground—nothing sensational but still a perceptible improvement. Construction activity was up considerably in comparison to the level of the last couple of years. Public investment projects and big municipal infrastructure programs in Bogota played a major part in this.

International coffee prices, which hold considerable importance in the Colombian export-earning equation, remained stable. "Minor exports" (everything but coffee and petroleum) were running some 20% ahead of the previous year.

Import licensing levels were also up appreciably over 1967. Supplies of imported raw materials and semi-processed goods for national industry appear generally adequate. Reportedly there has been a moderate build-up of inventories since the austere import period of last year.

The Government cautiously reintroduced a decree of trade liberalization in May, placing about 20% of the country's import trade on the free list (requiring no prior licensing requirement). To keep demand in check, however, the Government concurrently raised prior deposit requirements for many items on the free list.

INDUSTRIAL COMPLEMENTATION is one of the top goals of the six-nation Andean sub-regional economic integration movement, which includes Colombia. Below, steelmill at Belencito. (World Bank)



After a year and a half of re-instituted trade controls, there is considerable regularity in import licensing and import rhythm. License applications have been increasingly realistic, with fewer instances of padding or attempts at major inventory building. The Superintendency of Foreign Trade is approving a high percentage of the license applications, while maintaining reimbursable import registrations within the global monthly allocations. The export opportunity is there for the foreign supplier, and in terms of volume should grow rather than diminish.

Colombia is a tough and competitive market, and the U.S. businessman must not underestimate this fact. Under LAFTA concessions South American countries are making certain inroads, still comparatively small but showing an upward trend.

The countries with which Colombia has bilateral trade agreements are pushing hard to increase their share of the market—particularly Spain. Western European suppliers are competing vigorously in credit terms and financial assistance. In various products they are quoting comfortably below U.S. companies.

Across the board

The U.S. exporters would be well advised to improve their competitive position in the Colombian market in all aspects: price, credits, delivery and quality. They should likewise examine closely the items on the free import list. Here a Government license decision is not involved; the factors are strictly the better supply offer and the better local distribution system. The free list covers about 20% of total import trade.

The other side of the foreign trade coin is exportation of Colombian goods. Opportunity exists for U.S. companies in manufacturing, agriculture, forestry, mining, or fishing.

The Colombian Government emphasizes export promotion. It gives special incentives to exporters (of other than coffee and petroleum) in the form of tax cancellation certificates and export credits. There are provisions under the so-called Plan Vallejo for exemption from licensing requirements, customs duties, and prior import deposits for imports going into goods produced exclusively for export. Additional incentives may quite possibly be forthcoming, since the Government acknowledges the absolute necessity of export growth in order to solve the country's balance of payments problem.

There are particularly good opportunities in the Latin American Free Trade Area, where Colombia as a LAFTA member enjoys tariff concessions on a number of items. Sub-regional economic

IMPORT LEVELS are running appreciably ahead of their 1967 pace in Colombia. These new docks at the port of Buenaventura are helping to handle the trade flow.

integration projects also open the prospect of expanding market outlets for exportable Colombian products. The prospect is not immediate; the Andean Agreement has not come into being yet.

However, U.S. companies already in Colombia or considering entry should keep an eye on the integration movement and include integration possibilities in their long-range planning.

Colombian authorities have still not finished the capital registration (required under the Foreign Exchange and Trade Statute of Mar. 22, 1967) of foreign companies operating in Colombia. However, they have completed registration of 90% of the major companies, excluding the oil companies.

The Exchange Office has stepped up the approval of exchange licenses for remittance of profits, payment of amortization and interest on privately contracted loans abroad, payment for technical and personal service contracts and for royalties. In various cases approval for profits remittance has been granted even before full completion of a company's capital registration.

The outlook appears encouraging for prompt action on pending and future foreign applications. The Exchange Office claims to be current on remittance approvals except in cases presenting special problems. The foreign company, however, can continue to expect to have its royalty and service contracts closely scrutinized. The Colombian Government is endeavoring to scale down royalty payments.

Colombia's balance of payments also showed further improvement. The country was in better shape on its international reserve position than in many years. The Central Bank is by no means flush with foreign exchange, though, and Colombia remains dependent upon international financial assistance. The Government remains dedicated to careful budgeting of international reserves and to close supervision of foreign exchange operations.

Relative price stability

A relative degree of internal price stability (for Colombia) has been achieved, with the cost of living rise thus far this year being about twice that of the United States. The budget is balanced without resort to inflationary financing, and tax collections are up. Public investments are on the rise, and in the process are probably entailing a certain shift from private to public savings.

Means of payment have expanded rather rapidly, in part due to the improvement in the international reserve position. In counter-action and in pursuit of its anti-inflationary policy, the monetary authorities have raised commercial bank reserve requirements to record levels. Complaints are once again heard from the business community of extremely tight credit. However, the evidence is not convincing that the credit situation is unduly restraining the economy.

The immediate outlook is for continued, gradual growth in Colombia's commerce and industry: comparative prosperity on a relatively solid base.

The Lleras Government had laid down the basic lines of its economic and social policy by the end of its second year. It has tried to build structurally rather than to offer short term remedies for immediate problems.

To judge from the President's 1968 report to Congress and other official pronouncements the Government will essentially be pursuing established goals rather than introducing major innovations. There will be policy refinements, some new programs, some shift perhaps in emphasis or priorities. Fundamentally, however, the Government has already mapped out its course.

Its policies respecting foreign trade, foreign exchange, foreign investment, fiscal and monetary matters, prices and wages and other economic matters have been pretty clearly defined. They appear to promise a good deal of durability, at least during the present Administration. The U.S. company doing business in or with Colombia should remember this in planning its operations for the near future.

Some months ago the Government announced its plans for reimbursable import licensing in 1968: $40 million per month for the first quarter, $48 million per month for the second and third quarter, and $47 million per month for the final

quarter. Total import licensing for the first half year was almost exactly on target.

While some shortfall from these targets may have occurred during the third quarter, it is expected that they will largely be met and that 1968 reimbursable import registrations will exceed those for 1967 by 15 to 20%.

The Government has not yet released its 1969 import plan. Much will depend on foreign assistance prospects. It would be difficult for the Government to reduce import licensing from the 1968 level without jeopardizing economic growth.

From the businessman's point of view, bank credit availability in a capital-short country such as Colombia is always insufficient. So it is a matter of the relative tightness of credit at any given time. At present the commercial banks' lending capacity is more than usually deficient. The monetary authorities have raised the banks' reserve requirements to record levels in an effort to contain the effects of the rapid expansion in the means of payment this last year. It seems unlikely that the monetary authorities will hold credit so tight that it produces recessionary results.

However, they can be expected to keep a tight rein on expansion of bank loan portfolios. This will put many companies, particularly those with restricted working capital, in a hard bind on their financing. A number of suppliers, most notably in Western Europe and Japan, are not only offering longer credit terms but are also financing their customers' prior import deposits.

While credit for commerce is tight, certain areas of economic activity are in a more favorable situation owing to Government priorities and directed credit programs. Agriculture has been the outstanding example in this regard, and presumably will continue to be for some time.

Easier credit likely

For expansion projects and capital goods imports, the industrial sector can probably look to increased credit availabilities from the Industrial Development Institute. The latter's financial resources are expanding as a consequence of both greater allocation of domestic funds and of foreign loan contracts.

Exporters are also favored through the credit programs of the Export Promotion Fund.

The project for subregional economic integration of the Andean Group (Colombia, Venezuela, Ecuador, Peru, Chile and Bolivia) moves ahead. There are still some obstacles, still some unsettled questions. However, the concerned countries appear to be drawing nearer to agreement.

A redraft of the proposed Andean Agreement, which among other features provides for achievement of a "little common market" within 11 years, was worked out at a meeting in August. Colombia, Chile and Bolivia expressed readiness to sign the agreement in its new form. The other countries had reservations.

Another meeting on the Andean Agreement with the objective of resolving final differences will open in Cartagena, Colombia in late October.

Various countries in the Andean Group are fearful about their competitive positions vis-a-vis the more industrialized Colombian and Chilean economies. They want certain escape clauses, special safeguard provisions, and coordination of the Andean Group's tax and exchange policies.

Political considerations are also important. The recent changes of government in Ecuador and Peru have not yet made their impact felt and the forthcoming elections in Venezuela have turned economic integration into a sensitive issue in that country.

Industrial complementation

Industrial complementation is one of the principal integration goals of the Andean Group. A petrochemical complementation agreement, under LAFTA statutes, but covering only Andean countries, was signed recently.

The Andean Agreement would also provide for other types of complementation measures, restricted to the Andean countries and specially tailored to their needs. At the initiative of the Chilean Government and in anticipation of the Andean Agreement, discussions have already started on a subregional development plan for the metalworking industry.

The Government is determined to maintain a fair degree of internal price stability. It fears inflation not only for its economic effects but also for its psychological and political repercussions. It rejects the thesis of economic development through inflationary financing. Policy proposals and projects are carefully examined with a view to their harmony with the overall goal of eradicating inflation.

The U.S. businessman should bear this well in mind. He can anticipate continuing Government efforts to restrain price and wage increases. He may see, however, a reorientation of the official price control policy in coming months. This may result in fewer items under direct supervision, with a shift of many items not controlled to the 'watch list.'

Notwithstanding the Government's best efforts, internal costs are likely to go on rising for the immediate future—but gradually instead of sharply; say about 8% for 1968, possibly a somewhat lesser rate in 1969. Local currency costs of imports will be rising also, both because of upward price trends in supplier countries and because of the progressive devaluation of Colombia's flexible and movable foreign exchange rate.

Nippon Airways buys U.S. jets with Eximbank loan

The Export-Import Bank has authorized a $6.66 million credit in favor of All Nippon Airways, to help finance the purchase of four U.S. jet aircraft and related spare parts and services. The contract value of the transaction is $14.8 million.

In addition to the Eximbank credit, the First National City Bank of New York will advance $7.4 million and The Boeing Company, supplier of the model 737-200 aircraft, will extend credit in the amount of $740,000. The remaining $3.7 million will be paid in cash by ANA.

The new aircraft, ANA's first 737's, will be used on routes linking Okinawa and Osaka via Kagoshima, and Osaka and Kukuoka, Miyazaki, Tokyo, and Sapporo. Some of these routes are currently being served by ANA with Boeing 727 aircraft, financed by an earlier Eximbank credit.

The Eximbank credit, which is to be guaranteed by The Japan Development Bank, will be repayable in two schedules of seven semiannual installments each, the first of which will be due in 1973.

Central Bank of Sweden again lowers discount rate

The Central Bank of Sweden reduced the official discount rate from 5.5% to 5% effective Oct. 11.

The reduction is the second this year. The first took place on Feb. 3, when the discount rate was reduced from 6% to 5.5%.

The Minister of Finance stated that the reduction was made because there is no risk of exposing the economy to overexpansion under the current investment situation.

Financial circles in Sweden regard the move as a further attempt to stimulate the Swedish economy and reduce unemployment during the coming winter months.

Ghana's transitional development plan stresses agriculture, improved transport net, industrial output

Some industrial raw material imports put on open general license; Government grants concessions to private firms seeking oil

Ghana's recently announced two-year (mid-1968 to mid-1970) transitional development plan sets a goal of an annual growth rate of 6% and involves a total investment expenditure of $217.2 million. About $102.5 million of the total is earmarked for fiscal 1969 and $114.7 million for fiscal 1970.

According to the Plan, agriculture, which accounted for 42% of Ghana's gross domestic product (GDP) in 1967 and provides employment for about 60% of the total labor force, will continue to be a major area of concentration. The agricultural program aims to increase local production of staple food items and industrial raw materials, which will consequently release foreign exchange for the purchase of capital equipment needed for industrial expansion.

Particular attention is focused on the large-scale production of oil palm, sugar cane, tobacco, fibers (kenaf), cotton, corn, rice, and other grain crops. This should create some opportunities for sales of agricultural machinery and equipment, particularly irrigation equipment, and for fertilizer and seed. The Government also intends to rehabilitate cocoa plantings on a large scale and in this regard has set aside funds for insecticides and spraying equipment during the plan period.

Lumber output boosted

To expand production of logs and lumber, Ghana's Government reduced the railhead freight price for timber and granted nearly $2 million of import licenses to Ghanaian timber contractors to enable them to purchase spare parts for trucks and machinery.

Ghana's State Fishing Corp. and the private Ghanaian fishing fleet are expected to supply a greater portion of the domestic market for fish, thus reducing fish imports. To achieve this objective, the Government has placed imports of fish nets, cordage, hooks and other fishing gear on open general license. It is also taking steps to expand facilities at the port of Takoradi, to relieve the congestion of the fishing vessels at Tema.

To bolster the mining industry, which makes a major contribution to the economy, the Government is undertaking various measures including prospecting for new ore bodies and granting concessions to private firms to seek oil. Mineral exports (principally gold and diamonds) amounted to about $52.6 million in 1967.

The Plan's broad strategy for the development of transportation is to relieve short-term bottlenecks, mainly in the railway system, improve road maintenance, and accelerate the reconstruction of feeder roads. Over the next two years, transportation facilities on Volta Lake will be considerably expanded, and port operations as well as land and air transportation facilities between Ghana and neighboring countries will be improved.

The Plan allots about $2.3 million for the purchase of municipal buses, about $1 million for road-building equipment, and $3.1 million for railroad signaling and telecommunications equipment. Ten new diesel-electric locomotives and 50 new covered vans will also be purchased during the Plan period. Purchases of new commercial vehicles should also rise during the next two years due to the expected growth in the economy and to the inability of the railways to handle traffic demand.

Additional expenditures on building basic economic facilities include nearly $25 million for improvement and expansion of power distribution facilities, $10.7 million for additional generators at Aksombo (site of the Volta dam) and about $8.4 million for implementation of the Accra-Tema water and sewerage master plan.

The Government hopes to increase the rate of industrial output in 1969 by increasing necessary imports of raw materials. Certain industrial raw materials for mining, timber, and pharmaceutical industries, as well as paperboard, newsprint, electrical switchgear, pumps, asbestos tubes and pipes, iron rods, iron angles, and sections of specification not produced locally will be placed on open general license in January.

Ghana's food and textile industries, including tobacco and beverages, absorb about one-third of available raw material imports, and this share is expected to be substantially higher in the next few years. Enlarged opportunities should therefore exist for U.S. suppliers of raw materials for the textile industry.

Reducing state control

In order to reduce direct Government control over public industrial enterprises, the Government has transferred nineteen corporations to the newly established Ghana Industrial Holding Corp., which will now manage them on behalf of the Government. About $3.8 million will be invested in machines and equipment for these state-owned corporations.

The Plan underlines the role of private investment and hopes to attract about $32 million of private investment in industrial projects during the plan period. Ready assistance to prospective investors will be made available through a new Investment Center planned for completion this year.

Good areas for investment in Ghana include:

- Food and allied industries, specifically fish and meat canning and smoking, rice and corn milling, and starch manufacture;
- Textiles and related products, such as cotton sewing thread and yarns, knitted goods, surgical cotton and sanitary towels, ropes, twine and cordage, and fishing nets;
- Wood industries, especially veneers, plywood, blackboard and chipboard, and household and office furniture;
- Chemical industries, particularly soap and detergents, building lime based on local materials and bitumen, and
- Non-metallic minerals, such as drainage pipes, based on local materials.

Colombia limits interest rate on installment sales

In a resolution dated Sept. 20, 1968, the Colombian Monetary Board established a maximum rate of 2% per month on the unpaid balance owed by customers on retail term payment (installment) purchases. The Monetary Board described this action as a measure to protect consumers from excessive interest charges and to bring about more effective allocation of the country's economic resources.

Bavarian canal will link Rhine, Danube; open new markets

Waterway system aids economy in relatively inaccessable regions

Construction work on the Rhine-Main-Danube (RMD) Canal is inching southward from Bamberg, Germany, through Central Bavaria towards Nuremberg and beyond to its eventual linkup with the Danube River at Kelheim.

As the canal progresses, it is expected to bring needed industry and capital into the region, thereby improving the economic structure of chronically depressed East Bavaria and brightening that area's market outlook for U.S. exporters and investors.

The canal's increasing economic importance would seem to justify these expectations. The freight turnover on all completed parts of the RMD canal totalled 17.3 million metric tons in 1966, an increase of 8.2% in one year.

Benefits industry

The canal system has brought about considerable benefits for industry in the upper Franconian area, which has long suffered under the disadvantage of its relatively inaccessible location near the Iron Curtain. Since 1950, 36 industrial enterprises have settled along the Bavarian section of the Main River, and further industrial plants are projected.

A recently published expert opinion by a combined Austrian, German and Hungarian group of the Economic Commission for Europe estimated the future annual traffic on the Nuremberg-Regensburg section of the waterway at 16 million metric tons.

The Bamberg-Forchheim section of the canal was opened for general commercial traffic earlier this year. Construction beyond Forchheim is being slowed by time-consuming rights-of-way negotiations with local and regional authorities. Work on the Nuremberg harbor has started, and is scheduled for completion by fall of 1972, when the Bamberg-Nuremberg stretch is expected to be finished. A vital element of this stretch, the elevated canal bridge at Fuerth, will carry canal traffic over the Regnitz river valley when completed in the middle of 1969.

A subsidiary of RMD, Donau-Wasserkraft AG, is constructing hydroelectric power plants on the upper Danube River above Ingolstadt to produce electric power for sale to the Federal railway system, the Bundesbahn. Profits from the sales are being used to finance further developments of the overall project.

Funds assured

RMD has been assured the financial resources needed for the completion of the Bamberg-Nuremberg portion of the canal by a loan of $24.5 million by the Europaeische Investitionsbank of Brussels. The German Federal Government and the Bavarian state government have not yet agreed to the relative repayment responsibilities, however.

RMD's schedule calls for completion of the canal beyond Nuremberg to Regensberg on the Danube by 1981, which will permit traffic to use its full length from the North Sea to the Black Sea.

Despite recent and persistent criticism, particularly from the Bundesbahn, the League of Taxpayers, and the ports of Bremen and Hamburg, that the canal's returns will not justify its costs, high ranking Bavarian officials assert that it will open up new market areas and relieve the economic situation in East Bavaria.

Boom seen in Australian investment expenditures

A local boom in private sector spending for plant, machinery, and other industrial equipment in the near future is predicted by an article in one of Australia's leading financial newspapers.

The article was based, in part, on a recent industrial survey. The proportion of respondent manufacturing firms reporting higher estimates for plant and machinery spending increased from 7% in the March quarter to 14% in the June quarter and to 20% in the September quarter.

Estimates of plant expenditures were obtained from 302 firms throughout Australia believed generally representative of that country's manufacturing industry.

Three areas, the article points out, will account for a significant proportion of the increase. The mining industry is expected to further accelerate its already large capital expenditure. The rural sector, recovering from drought, will generate a wave of new investment and the gathering pace of computerization in industry, including service industries, will lead to heavy investment outlays.

World Bank loan will help finance Ceylon road project

A project to improve Ceylon's public roads will be undertaken with the help of $9.8 million from the World Bank and its affiliate, the International Development Association (IDA).

The project involves rehabilitation and maintenance works, replacement of bridges, reorganization of highway administration and studies of future highway investment possibilities.

All imported goods and services paid for with World Bank funds must be procured through international competitive bidding.

A three-year program of road maintenance and rehabilitation will be undertaken on a pilot basis to introduce mechanized procedures. The pilot area will be the Southern Division of the Public Works Department in which there are 1,500 miles of roads of all types.

Equipment will also be provided for a new central workshop which is being built in Colombo, the capital. This workshop will carry out major repairs and overhaul of the country's maintenance equipment.

Many of the bridges on Ceylon's main roads were not built to withstand present-day traffic. Under the project, 19 of these bridges will be replaced. Feasibility studies will be undertaken for five sections of roads totaling about 250 miles. A limited study will be made of Colombo to determine the major routes to and from the city. Subsequently about 100 miles of high priority roads will probably be selected for detailed engineering.

Management and advisory services will be provided to assist the Government in transport coordination, in the reorganization of its highway activities, and in the execution of the maintenance and rehabilitation program.

Taiwan to abolish commission on trade and foreign exchange

Central Bank and Ministries of Finance and Economic Affairs will take over some functions

Taiwan's Foreign Exchange and Trade Commission, established in 1955 as a separate executive body in charge of foreign exchange and trade administration functions, will be abolished on Jan. 1, 1969.

When the FETC was set up, Taiwan's foreign exchange reserves were precariously low, a cumbersome multiple exchange rate was in effect, and promotion of exports was ineffective because of the overvalued new Taiwan dollar. The difficulties that prompted formation of FETC have long since been removed. Taiwan's gold and foreign exchange holdings now are at a level adequate to support nearly six months of imports, and the value of the national currency has been stabilized.

Upon abolition of the FETC, the Central Bank will assume centralized control over foreign exchange, with the Ministry of Finance to be responsible for foreign exchange administration. After Jan. 1 the Ministry of Economic Affairs will take over from FETC responsibility for screening and issuing export and import licenses, and for supervising the use of imports brought in under foreign investment programs that permit special exemptions.

Elimination of FETC functions that now overlap with those of the Ministry of Economic Affairs is expected to facilitate development of a rational system of regulations affecting imports, including licensing, and special concessions to foreign investors.

Germany permits imports of U.S. iceberg lettuce

For the first time, the Federal Republic of Germany has temporarily removed quantitative restrictions on importation of iceberg lettuce from the United States, according to the Bundesanzeiger No. 177 of Sept. 20. Applications for import licenses will be accepted until Nov. 13. Import licenses will be valid until Nov. 14. The announcement contains no limitations on value or quantity of these imports.

The market for U.S. iceberg lettuce in Germany during the winter period looks promising. A regular demand might develop based on the anticipated imports under this announcement.

Libya signs new investment law to attract foreign capital

Libya's new foreign capital investment law, replacing the 1958 law, provides capital repatriation guarantees and other fiscal inducements to qualified foreign firms.

The new legislation establishes a foreign capital investment committee to review applications for investment from foreign firms and to recommend suitable investment conditions for individual applications. The committee's recommendations, which require approval by the Minister of Economy and Trade, may include some or all of the following:

- ► exemption from customs duties on machines, tools, equipment, spare parts and raw materials for a period not to exceed five years;
- ► exemption from income tax on earnings for five years or less;
- ► any other privileges or facilities recommended by the committee such as grant of entry, residence and exit visas.

Foreign capital investment in petroleum extraction and refining is specifically excluded from the provisions of the new legislation. Only firms with capital investment of at least 200,000 Libyan pounds ($5600) and at least 51% non-Libyan ownership are eligible for the benefits of the new law.

Union Carbide affiliate plans to build dry battery plant in Djakarta, Indonesia

Plans to build a new dry battery plant in Djakarta, the capital of Indonesia, have been announced by Union Carbide Corp. The plant will be constructed by Union Carbide Indonesia Ltd., a subsidiary of Union Carbide Corporation, at a cost of about $2.7 million.

The new plant, which is expected to be in operation by late 1969, will produce dry cells for flashlights, transistor radios, and general applications, to be sold under Union Carbide's Eveready trade mark.

Union Carbide Indonesia Ltd. is the new name of the former National Carbon Company (Java) Ltd., which operated a battery producing plant in Djakarta for 30 years. Union Carbide affiliated companies have long been active in the Far East with production and marketing programs not only for batteries but for plastics, agricultural chemicals and other chemical products.

U.S. and Philippines finish trade agreement discussions

The Joint Philippines-United States Preparatory Committee for Discussion of Concepts Underlying a New Instrument to Replace the Laurel-Langley Trade Agreement has concluded its second, and last, round of discussions. These discussions were carried on by a Philippine panel designated by President Marcos and a U.S. team designated by President Johnson.

The United States Team and the Philippine Panel will report the results of their deliberations to their governments, and each group will recommend that the two governments should, through diplomatic channels, determine when the negotiation of a new treaty of economic relations between the two countries could begin.

The groups discussed the trade and investment matters relating to the existing arrangements between the two countries.

Asian Development Bank sends technical team to Laos

The Asian Development Bank, in response to a request by the Government of Laos, will send a technical assistance mission to prepare an integrated agricultural development program for the Vientiane Plain—a program which would, among other things, utilize the power generated by the Nam Ngum Multi-Purpose Dam for pump irrigation.

The technical assistance program envisages the study and identification of the correlated development opportunities and projects such as the construction of irrigation systems and feeder roads, the training of extension workers, and studies on soil and forest resources utilization and on the sociological problems involved in such development.

U.S. companies offered opportunities to manufacture various foreign goods

Products offered are funnels, conveyors, patented plastic "water ridges," centrifugal furnace for use in dental laboratories

Manufacturers in Italy, West Germany and Switzerland are seeking U.S. licensees to produce and distribute their products for the U.S. market. Products offered are funnels for industrial or household use, patented plastic "water ridges," heavy duty plate conveyors, and centrifugal furnace for use by goldsmiths in dental laboratories.

For additional details and the name and address of the firm, write the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number assigned each opportunity listed below.

- A Swiss company is offering to U.S. licensees its two types of funnels which are for industrial or household use. The first type of funnel, made of nylon, has a carbide stainless steel point and sealing cap. The funnel point opens cans containing fruit juice, oil, other items, and, of course, the funnel portion itself directs the flow of the liquid or mealy contents. It can be used more than 200 times.

The second type of funnel is used for dispensing liquid from cardboard containers. Originally developed for milk packages, this funnel is made of plastic, and comes with a lid. Like the tin can opener, this funnel can be reused many times. Both types are easily attached onto and effectively seal the packages and cans, thus insuring both preservation of the contents and neat dispensing. **File 1670.**

- A Swiss manufacturer of plastic products for the construction industry seeks an American licensee for the manufacture and distribution of its patented plastic "water ridges."

The plastic items, which are available in three sizes, are imbedded in concrete to form permanent, neat channels for drainage and to reduce labor of form removal.

According to the manufacturer, more than 320 million feet of the device were sold in Europe last year. **File 1671.**

- A West German company has expressed its interest in granting licenses for the manufacture of its heavy duty plate conveyors for large industrial installations in the U.S.

The company owns several patents, including U.S. patents, for this equipment consisting of long plate conveyors, pan conveyors, steeply inclined conveyors, and special conveyors, which are suitable for the transport of a wide variety of cold and hot materials in solid or granular form. **File 1672.**

- An Italian manufacturer is seeking a U.S. licensee to produce its centrifugal furnace for use by goldsmiths and in dental laboratories.

The electric resistor furnace, which is patented in the U.S., is designed to perform economically a number of operations such as fusion, casting, cooling and hardening under vacuum during the rotation of the furnace housing and chamber apparatus. There is low consumption of materials such as alloys, and the operation is simple. The device is resistant to wear, and its parts are easily accessible. **File 1673.**

Chilean firm wants to make automotive equipment

Licenses to produce such automotive equipment as shock absorbers, window regulating mechanisms, instrument panel indicators and steering wheels and brake systems are sought by a Chilean firm. The company currently imports motor vehicle parts and manufactures electric and gas household appliances. It employs about 960.

Write: Mr. Jack W. Mococain, Automotive Division Manager, Auto Piezas y Partes, Division Automotriz de Ferriloza S.A., Industria de Metales, Tarma Tambo 2706, Casilla (P.O.B.) 1199, Santiago, Chile. WTD.

Dutch firm seeks agreement to broaden product line

A Rotterdam company is seeking licensing arrangements with U.S. firms for the local manufacture of products closely related to its existing line of industrial equipment. The company presently manufactures space heaters, oil circulating heating burners, industrial filters, lubricating and material dispensing equipment, and steam cleaners.

Established in 1960, the Dutch firm has the facilities and staff to handle all distribution and after-the-sale services. The firm's present customers include shipping companies, refineries, and the petrochemical, road construction and agricultural industries.

Write: N. V. Handelmaatschappij C. Troost, 547 A. W. G. Fokkerstraat, Schiedam, The Netherlands. WTD.

Venture to publish newspaper sought by Argentine producer

An Argentine corporation presently engaged in the production of educational and cultural television programs is interested in entering into a joint venture agreement with an American firm for the purpose of publishing a daily newspaper in the city of Rosario, Province of Santa Fe.

The company estimates that the project would require a cash outlay of about $285,000, 50% of which would be contributed by the American investor.

The company's personnel includes people experienced in the field of newspaper publishing.

Write: Mr. Rolando H. Lo Celso, Pres., Norte S.A. C.I.F e I., Av. Corrientes 932-3° piso, Rosario, Provincia de Santa Fe, Argentina.★ WTD.

Mexican firm seeks license to produce machine tools

A Mexican manufacturer of small lathes and pumps seeks to broaden its production of machine tools through some form of collaboration agreement with a U.S. firm. The Mexican company wants to make milling machines, filers, punch presses and metal planers. It needs both capital and technical assistance.

Write: Mr. Federico Bohigas Nieto, Mgr., Industrial Lagunera, S.A., Carr. Torreon-Matamoros Km2, Torreon, Coahuila, Mexico. WTD.

German companies seek U.S. investors

Licenses to manufacture various U.S. products are sought by the following German firms:

• A license to manufacture **special pumps and/or sophisticated components for hydraulic power and control systems** is sought by a German firm.

The company produces hydraulic presses, systems, components and machinery for the paper, plastic, explosive and other industries. It has about 180 employees.

Write: G. D. Bracker Soehne, 6450 Hanau, Fischerstr. 5-7, Frankfurt, Germany. WTD.

• A German firm currently manufacturing **window shades** seeks American know-how to manufacture **similar products and venetian blinds** under licensing arrangements.

Write: Mr. Wolfgang Straub, Wilh. Goltermann GmbH, 2-4 Detmarstrasse, 45 Osnabrueck, Germany. WTD.

• A German distiller and bottler of liquors and alcoholic beverages since 1895 wishes to manufacture **American alcoholic products** under license for sale in West Germany and distribution in the EEC market.

The firm is interested in selling its products to United States companies and is prepared to offer partnership participation in its capital or manufacturing on a licensee basis.

Write: Herman Keuck & Soehne, Internationale Likoere, Dieselstrasse 6, 33 Braunschweig, Germany. WTD.

Venezuelans seek venture to distribute natural gas

A group of Venezuelan investors and the Government owned Venezuelan Petroleum Corporation (CVP) seeks a joint venture to distribute natural gas by pipeline to commercial and residential consumers. Industries would not be serviced by the system.

The proposed company would engage in the installation, operation and administration of natural gas distribution systems in Valencia and other towns in Venezuela, not including Caracas and Maracaibo. The gas would be supplied by CVP.

Write: Dr. Arturo Lujan, Centro Simon Bolivar, Torre Norte Piso 26, Caracas, Venezuela.

Technical Assistance sought by Taiwan chemical producer

Licenses to manufacture aerosol hair sprays and other cosmetics are sought by a leading Taiwan producer of agricultural chemicals and household insecticides. The Taipei firm offers a U.S. licensor 20% equity in return for technical know-how and patent rights.

The Taiwan company operates a 42,000 sq. yd. plant and employs about 200 employees. The plant has a production capacity of approximately 1,400 metric tons of chemical pesticide materials a month.

Write: Cheng Hong Chemical Co., Ltd., P.O. Box 3120, Taipei, Taiwan. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

French producers want U.S. licenses

Two French firms seek licensing agreements, one to make farm driers, the other new anodizing processes.

To obtain further details about these opportunities interested U.S. companies should write the French firms.

• A license to manufacture and market **green forage driers for farm use** is sought by a French producer of agricultural implements.

The French concern makes self loading farm wagons, manure spreaders and loaders, and mowing machines. It employs about 300 persons and has a sales organization covering the EEC and other European countries.

Write: Heywang S.A., Bourgheim (67), France. WTD.

• A French corporation specializing in aluminum anodizing, chromic oxidation and sulphuric oxidation of metals is seeking licensing agreements with U.S. firms.

The company is interested in obtaining licensing rights for the manufacturing of **new anodizing processes, including direct coloration and epoxy resin electrophoresis.**

Established in 1932, the company has approximately 100 employees and reports a volume of business of $12 million for 1967.

Write: Societe de Galvanoplastie Industrielle, 25 rue Georges Appay, 92-Suresnes, France. WTD.

Expansion of product line sought by Guatemalan firm

A long established Guatemalan firm, presently producing hair lacquers and deodorants, seeks licensing arrangements for the production of bleaches (liquid or powdered) and aerosol products.

The firm has existing facilities for packaging aerosol products and is also interested in manufacturing other consumer products which would utilize as raw materials the by-products of their present production processes.

U.S. firms interested in obtaining additional information should **write:** Francisco Gamez Duch, Gerente Administrative, Industrias Kong Hermanos, Via 35-42 Zona 4, Guatemala, Guatemala C.A.

World Trade Opportunities Continued through page 31

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-618, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

091 Fisheries, farms, preserves

JAPAN—Dried seaweed (Undaria Pinnatifida, Ecklonia Cava). Kenten Co., Ltd. (importer, distributor), Mitsuba Bldg., 1-5 Izumi-cho Kanda, Chiyoda-ku, Tokyo. WTD 8/68.

202 Dairy products

AFGHANISTAN—Powdered milk packed in cans of 1 lb, 5 lbs, and 28 lbs. Requests prices c.i.f. Karachi, insurance up to Kabul. H. Abdul Mukhtar Muhayya & Co. (importer, wholesaler, agent, manufacturer), Serai Shahzda, P.O. Box 103, Kabul. WTD 10/68.

203 Canning, preserving foods

JAPAN—Yam in powder form for manufacture of pastry. Kenten Co., Ltd. (importer, distributor), Mitsuba Bldg., 1-5 Izumi-cho Kanda, Chiyoda-ku, Tokyo. WTD 8/68.

LIBERIA—Canned soups; vegetables. Eid Brothers (importer, wholesaler), P.O. Box 205, Monrovia. WTD 5/68.

LIBYA—Spaghetti, soups, ravioli, puddings, canned fruits, olives, juices, canned vegetables; dietetic jams, jellies, preserves. Direct purchase and agency. Michele Mefalopulos, Sciara Puccini (importer), P.O. Box 421, Tripoli. WTD in preparation.

204 Grain mill products

AFGHANISTAN—Wheat flour. Requests prices c.i.f. Karachi, insurance up to Kabul. H. Abdul Mukhtar Muhayya & Co. (importer, wholesaler, agent, manufacturer), Serai Shahzda, P.O. Box 103, Kabul. WTD 10/68.

KENYA—Maize starch for textile industry. Direct purchase and agency. Interocean Trading Co. (importer, exporter, manufacturers' representative), P.O. Box 5392, Nairobi. WTD in preparation.

207 Confectionery

AFGHANISTAN—All kinds of candies. Requests prices c.i.f. Karachi, insurance up to Kabul. H. Abdul Mukhtar Muhayya & Co. (importer, wholesaler, agent, manufacturer), Serai Shahzda, P.O. Box 103, Kabul. WTD 10/68.

208 Beverage industries

LIBYA—Alcoholic spirits; beer in cans or bottles. Direct purchase and agency. Michele Mefalopulos (importer), Sciara Puccini, P.O. Box 421, Tripoli. WTD in preparation.

209 Food preparations

AFGHANISTAN—Vegetable oil for cooking. Requests prices c.i.f. Karachi, insurance up to Kabul. H. Abdul Mukhtar Muhayya & Co. (importer, wholesaler, agent, manufacturer), Serai Shahzda, P.O. Box 103, Kabul. WTD 10/68.

JAPAN—Fish oil; shark liver oil, crude. Kenten Co., Ltd. (importer, distributor), Mitsuba Bldg., 1-5 Izumi-cho Kanda, Chiyoda-ku, Tokyo. WTD 8/68.

PORTUGAL—Soybean cakes, meal. Forragex-Exportadoras de Forragens e Materias Primas, Lda. (importer, exporter), Rua da Madalena 214-4°-Dto. B, Lisbon 2. WTD in preparation.

220 Textile mill products

SWEDEN—Upholstery fabrics, cotton, man-made fibers, wool. Ideal-Mobler (wholesaler), Bernt Lonnqvist, S-570 21 Malmback. WTD 12/67.

224 Narrow fabrics, other smallwares mills

JAMAICA—Tricot nylon and laces, edgings, elastics for manufacture of ladies' underwear. B. G. Chin Fook (manufacturer), 141 King Street, Kingston. WTD in preparation.

227 Floor covering mills, products

SWEDEN—Tufted bathmats and sets. AB Dantexo (wholesaler, agent), Kvarnstensgatan 15, S-252 27 Halsingborg. WTD 10/68.

228 Yarn, thread mills, products

KENYA—Polyester 65, viscose 35% blended yarn 30/2 and 40/2; polyester 55%, viscose 45% blended yarn. Direct purchase and agency. Interocean Trading Co. (importer, exporter, manufacturers' representative), P.O. Box 5392, Nairobi. WTD in preparation.

229 Textile goods

PORTUGAL—Raw wool, wool tops and voils; acrylic, polypropylene, other manmade fibers for use in textile industry. Direct purchase and agency. Hilario Dias Freire & Ca., Lda. (importer, sales agent), Apartado 162, Covilha. WTD in preparation.

233 Women's, misses', juniors' outerwear

LIBYA—Women's clothing. Direct purchase and agency. Rasko (importer), P.O. Box 444, Tripoli. WTD in preparation.

236 Girls', children's, infants' outerwear

LIBYA—Children's, infants' clothing. Direct purchase and agency. Rasko (importer), P.O. Box 444, Tripoli. WTD in preparation.

239 Fabricated textile products

SWEDEN—Plastic table mats, shower curtains, terry towels. AB Dantexo (wholesaler, agent), Kvarnstensgatan 15, S-252 27 Halsingborg. WTD 10/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

251 Household furniture

LIBYA—Kitchen cabinets. Direct purchase and agency. Rasko (importer), P.O. Box 444, Tripoli. WTD in preparation.

261 Pulp mills, products

GERMANY—Wood pulp, papermaker's, bleached, in lots of several thousand tons, for shipment to West Germany, and for direct shipment from United States (preferably Alaska) to Japan. Direct purchase and agency. Wilfried Zietek (sales agent, importer, exporter), Am Dom 6, 28 Bremen 1. WTD in preparation.

264 Converted paper, paperboard products

SWEDEN—Ladies' and girls' disposable panties made of paper. Direct purchase and agency. AB K. A. Bratt (agent, distributor, importer), 19 Jakobsbergsgatan, S-111 44 Stockholm. WTD 10/68.

265 Paperboard containers, boxes

LIBYA—Paper dishes; paper cups; drinking straws; paper food containers. Direct purchase and agency. Saleh Owen Services (importer), P.O. Box 395, Tripoli. WTD in preparation.

273 Books

PORTUGAL—Textbooks: technical, scientific, professional books, general reading, other books. Direct purchase and agency. Livraria Bertrand, S.A.R.L. (importer, wholesaler, dealer), Rua Joao de Deus, Venda Nova, Amadora. WTD 9/67.

281 Industrial chemicals

GERMANY—Raw chemicals for production of synthetic resins. Cella Lackfabrik Dr. C. Schleussner GmbH (manufacturer, exporter), 6202 Wiesbaden-Biebrich, Rheingaystr. 83-85. WTD 10/68.

IRAN—Lab reagent chemicals. Soofer Co. (importer), 328 Naderi Ave., Tehran. WTD 4/68.

282 Synthetic materials

AFGHANISTAN—Rayon yarn, viscose. Requests prices c.i.f. Karachi, insurance up to Kabul. H. Abdul Mukhtar Muhayya & Co. (importer, wholesaler, agent, manufacturer), Serai Shahzda, P.O. Box 103. WTD 10/68.

PORTUGAL—Polypropylene resins. Direct purchase and agency. Estabelecimentos J. C. Andrade & Ca., S.A.R.L. (agent, distributor, importer), 134-164 Rua de Grijo, Oporto. WTD 12/67.

SWITZERLAND—Synthetic raw materials such as polystyrene, polyethylene, polypropylene, AN, AS, ABS. Agency and direct purchase. Hesa AG (manufacturer, distributor), Baumstrasse 50, 5012 Schonenwerd. WTD in preparation.

283 Drugs

SWITZERLAND—Pharmaceutical specialties. Direct purchase and agency. Max Ritter (manufacturer, importer, distributor), Talstr. 70, 8039 Zurich. WTD 9/68.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

AFGHANISTAN—Toilet soaps. Requests prices c.i.f. Karachi, insurance up to Kabul. H. Abdul Mukhtar Muhayya & Co. (importer, wholesaler, agent, manufacturer), Serai Shahzda, P.O. Box 103, Kabul. WTD 10/68.

LIBYA—Cleaners; brush, paint, toilet bowls, wall paper, glass, rugs. Direct purchase and agency. Saleh Owen Services (importer), P.O. Box 395, Tripoli. WTD in preparation.

285 Paints, varnishes, lacquers, enamels

● **UGANDA**—Enamel for vehicles, 745 gals.; marine paints, 300 gals.; 720 gals. of thinners; 750 gals. sulfuric acid; in various colors and containers. Bid deadline Nov. 14. The Chief Supplies Officer, Ministry of Works, Communications and Housing, P.O. Box 98, Entebbe.★ (Telephone 202-967-3512).

287 Agricultural chemicals

PAKISTAN—Fertilizers; urea, tri-super phosphate, super phosphate; insecticides; pesticides. Ally Bros. & Co. Ltd. (distributor), P.O. Box 461, 63 The Mall, Lahore. WTD 7/68.

289 Chemical products

PORTUGAL—Carbon black. Direct purchase and agency. Estabelecimentos J. C. Andrade & Ca., S.A.R.L. (agent, distributor, importer), 134-164 Rua de Grijo, Oporto. WTD 12/67.

291 Petroleum refining

AFGHANISTAN—Lubricating oils for cars, trucks. Requests prices c.i.f. Karachi, insurance up to Kabul. Shiv Nandan & Company (importer, exporter, wholesaler, agent), P.O. Box No. 466, Kabul. WTD 8/68.

326 Pottery, related products

TAIWAN—Machine made chinaware. Direct purchase and agency. Grace & Juliett Co., Ltd. (importer, agent), P.O. Box 2052, Taipei. WTD 9/67.

333 Primary smelting, refining of nonferrous metals

● **INDIA**—Ninety-four metric tons of pig lead conforming to grade Pb. 99.94 of IS: 27/1965.

Tender No. P/303/46/077/12-9-68/503/46/063/18-9-68/PL, bid deadline Nov. 6, Director General of Supplies and Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents available upon payment of $2.75 each from India Supply Mission, 2536 Mass. Ave., NW., Washington, D.C. 20008.

343 Heating apparatus, plumbing fixtures

CANADA—Heat processing equipment, plumbing lines. Exclusive agency. Dierks Agencies Ltd. (manufacturers' agent), 108 West Broadway, Vancouver 10, British Columbia. WTD 10/1/68.

LIBYA—Kitchen sinks. Direct purchase and agency. Rasko (importer), P.O. Box 444, Tripoli. WTD in preparation.

352 Farm machinery

PAKISTAN—Poultry equipment. Ally Bros. & Co. Ltd. (importing distributor), P.O. Box 461, Lahore. WTD 7/68.

SWITZERLAND—Garden tractors with attachments such as rotary mower, sickle bar mower, snowthrower, power shovel. Direct purchase and agency. M. Eschler Urania Accessoires (importer, distributor), Badenerstrasse 288/296, 8004 Zurich. WTD 5/67.

353 Construction, mining, materials handling machinery, equipment

AUSTRALIA—Rock crushers, portable, fixed; complete portable crushing and screening plants for application ranging from granite and diorite for road construction to gravel and sand for road filling and cement works; air operated pile driver and sheet piling driver from small capacities to large units; air operated drills, breakers, hand-held tools; air or electrically operated concrete vibrators of all types used in association with concrete work; belt conveyors portable type electric motor and/or engine driven; building hoists, various capacities from one barrow to four barrow; trench digger having capacity within 6″ to 12″ wide, 4′ to 6′ deep; soil sampling equipment, preferably core extraction portable with 1½″ to 2″ core of 100′. Sole agency. Sandovers Ltd. (contractor equipment sales), 28 Belmont Ave., Belmont (Perth). WTD in preparation.

● **MALAWI**—One diesel wheeled tractor. Tender No. 677, bid deadline Nov. 8. Chief Agricultural Development Officer, Private Bag Lilongwe, Malawi.

● **TURKEY**—Bids asked on nine tractor dozers, crawler type, two or four cylinder diesel engine, 120 hp. minimum. No tender given. Bid deadline Nov. 1. General Directorate of Forestry, (Orman Genel Mudurlugu, Satin Alma Komisyonu Baskanligi), Mebusan Yokusu, Basaran Han Hat 3, No. 17, Istanbul. Bid bond not required. English tender specification documents available from modern translation bureau, Karanfil Sokak 49/1 Ankara. Including $9.00 airmail postage.

354 Metalworking machinery

AUSTRALIA—Lathes of 9" center height and upwards; radial arm drill; milling machines with attachments; grinding machines of all types, sizes; shapers from small portable units to long stroke machines; planers of all types. Sole agency. Sandovers Ltd. (contractor equipment sales), 28 Belmont Ave., Belmont (Perth). WTD in preparation.

VENEZUELA—Electric hand drills ¼" up to ½", electric hand saws, electric metal shears and nibblers, angle grinders, polishers; 110-220V, 50/60 cycle. Tecnofix, C.A. (importer, distributor), Quinta Lucia, Avenida Los Jabillos cruce con Avenida Libertador, Caracas, or: Apartado N° 4259, Caracas. WTD 9/68.

355 Special industry machinery

CYPRUS—Complete bakery machinery and equipment for at least four model bakeries; capacity small to medium. Quote c.i.f. Cyprus including installation and training if necessary. Show component costs separately. The Cyprus Development Corp. Ltd. (semi-government agency), P.O.B. 1415, Nicosia.

● **JORDAN**—Construction of a slaughterhouse, including supply and installation of necessary slaughtering equipment, refrigeration plant, boilers, air conditioning, electrical boards, lighting fixtures and workshop tools. Municipality will give preference to turnkey job, but will also accept separate bids on (a) construction of building, and (b) supply and installation of equipment. Bid deadline Nov. 16. Municipality of Amman, P.O. Box 132, Amman.

● **TURKEY**—Vodka bottling plant: washing, filling, and labelling a minimum of 6,000—35 CL. and 70 CL. vodka bottles per eight hour/day operation. Bid deadline Nov. 4. English tender documents for $9.50 available from Modern Translation Co., Karanfil Sokak 49/2, Ankara.

● **VIET-NAM**—Four injection moulding machines. Specification covers design, manufacture, testing before shipment, transport to Saigon, instruction for erection, guidance for test operation. Bid deadline Nov. 15. Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-967-5585).

● Design, manufacture, testing before shipment, instruction for erection, guidance for test operation of machinery and equipment for a food canning plant. Proposed annual production: 1,890,000 cans including fish, meat, vegetables, eggs and fruit. Bid deadline Nov. 30. Industrial Development Center, 40-42 Nguyen Hue, P.O. Box 336, Saigon.★ (Telephone: 202-967-5589).

356 General industrial machinery

AUSTRALIA—Industrial type pumps for all applications covering single, multi-stage centrifugal plunger, sludge, gravel, water; small portable, semi-portable rotary air compressors either electric motor or engine driven in capacities from 60 c.f.m. to 150 c.f.m. Sole agency. Sandovers Ltd. (contractor equipment sales), 28 Belmont Ave., Belmont (Perth). WTD in preparation.

● **SUDAN**—Two submersible pumping sets for the Gedaref Water Supply. Tender No. 1/32/1968, bid deadline Nov. 4. Tenders can be obtained from the Office of the Chief Mechanical Engineer's Office, Ministry of Works, Khartoum, on application and on payment of Ls 1.000 m/ms (approx. $2).

FINLAND—Hand operated, small (hand-sized) applicator guns for automotive adhesives, sealers. Requests full details, prices, terms. Direct purchase and agency. Suomen Tapetti- ja Vari Oy (importer, distributor), Kirjatyontekijankatu 2, Helsinki 17. WTD 7/68.

SWEDEN—Sealing machines for carton closing with hot melt glue system. Direct purchase and agency. Nordiska Kartro Aktiebolaget (agent, distributor, importer), 99 Box, S-123 21 Farsta 1. WTD 8/67.

357 Office computing, accounting machines

SWEDEN—Advanced addressing machines, especially within X-ray sector. Direct purchase and agency. AB P. A. Segenmark (agent, distributor, importer), 4 Industrivagen, S-191 47 Sollentuna 1. WTD 10/68.

358 Service industry machines

CANADA—Air conditioning equipment. Exclusive agency. Dierks Agencies Ltd. (manufacturers' agent), 108 West Broadway, Vancouver 10, British Columbia. WTD 10/68.

GERMANY—Refrigerators for hotels and restaurants; laboratory refrigerators for medical laboratories. Direct purchase and agency. SK-Kaelte, George Smith GmbH (distributor), 6 Frankfurt/Main, Waechtersbacher Str. 90. WTD 9/68.

LIBYA—Household air conditioning units. Direct purchase and agency. Rasko (importer), P.O. Box 444, Tripoli. WTD in preparation.

363 Household appliances

LIBYA—Household freezers; garbage disposals; gas and electric ranges; refrigerators; sewing machines; stoves; vacuum cleaners. Direct purchase and agency. Rasko (importer), P.O. Box 444, Tripoli. WTD in preparation.

367 Electronic components and accessories

● **AUSTRALIA**—Supply of electronic tubes such as pentodes, triodes, rectifiers and converters. Quantities ranging from 1 to 12,000 are required for tender numbers C. 5520 and C. 5512. But deadlines are Nov. 19 and Nov. 21, respectively. Deputy Assistant Director General (Supply), 199 William St., Melbourne, Victoria 3000.★ (Telephone: 202-967-4822).

369 Electrical machinery, equipment, supplies

AFGHANISTAN—Complete plant for making 10,000 flashlight batteries per day. Hamidi Department Stores (retailer), Jade Maiwand, Kabul. WTD 6/68.

372 Aircraft, parts

FRANCE—Aircraft equipment, components, replacement and spare parts, accessories, supplies of all types designed for utilization on light-duty passenger airplanes up to 300 hp. Catalogues and price lists requested, preferably direct from manufacturers. Direct purchase and agency. Sirbain (Ets. P.) (dealer), 61 Rue Georges-Chaulet; 40- Dax, Landes. WTD 10/68.

373 Ship building, repairing

PORTUGAL—Two tugboats of high maneuver and sea-going capacity for the port of Leixoes, equipped with radar, sonar, fire-fighting equipment. Traction power 30 tons. Administracao dos Portos do Douro e Leixoes

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 20212, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3565.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza. Area Code 212 Tel. 264-0634.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

(government agency), Direccao dos Servicos Tecnicos, Leca da Palmeira.

● **PAKISTAN**—(1 Rs. = $.21). Supply of 27 meter gauge (3'-3⅜") second class passenger cars; 100 meter gauge (3'-3⅜") third class passenger cars; 12 meter gauge (3'-3⅜") dining cars; 10 meter gauge (3'-3⅜") third-class luggage and brake (composite) cars; 3 broad gauge (5'-6") dining cars; 37 broad gauge (5'-6") third class luggage and brake (composite) cars; 1 broad gauge (5'-6") inspection car. Bid deadline Dec. 14. Tender No. P&D-68/P-CARR.

Tender documents are available from the Secretary, East Pakistan Railway Board, Railway Building, Chittagong, East Pakistan. Price is Rs.250 (not refundable) for each item of each group above. Documents giving terms and conditions of the tender are available for review only in Transportation Products Division, Room 4021, U.S. Department of Commerce, BDSA-631, Washington, D.C. 20230.★ (Telephone: 202-967-4816).

374 Railroad equipment

CONGO (Kinshasa)—Eighteen diesel electric locomotives, maximum speed 60 km. Towage capacity: 750 gross t. at 20 km/h on 12.5% slope. Width of rails: 3'6". Requests replies in French. Specifications in French available from Trade Opportunities Staff, BDSA-541, U.S. Dept. of Commerce, Rm. 4053, Washington, D.C. 20230. B.C.K. (government agency), P.O. Box 297, Lubumbashi.

381 Engineering, laboratory, scientific, research instruments, equipment

● **GREECE**—Supply of one expendable bathythermograph system to obtain temperature-depth data from a vessel underway at speeds of up to 30 knots with outstanding accuracy and consisting of a recorder, probes, launcher, Tender No. 51476/68, bid deadline Nov. 4.

● Supply of 12 water sampling bottles made of heavy duty brass with interior of tube and valve heads uniformly coated with plastic lining or stainless steel; capacity of bottles 1200-1300 c.c.; supplied with a three thermometer frame; two spare parts kits should be supplied containing complete accessories. Tender No. 51477/68, bid deadline Nov. 7.

● Supply of two mechanical bathythermographs for measuring water temperatures according to depth. Operating depth 135 m/450 ft. and 275 m/900 ft.; should be in the metric system scaled for —2 to 30° C.; with accessories. Tender No. 51478/68, bid deadline Nov. 4.

Tender documents available from: Ministry of National Defense, General Hellenic Naval Staff, Athens.★ (Telephone: 202-967-2939).

● **MALAWI**—Purchase of large quantities of hospital equipment and supplies including beds and mattresses, bottles, pans, folding wheel chairs, adjustable crutches, medicines, scales, screens, splints, first aid sets, sterilizers, paraffin stoves, instruments, oxygen cylinders and bandages. Tender No. 68/7, bid deadline Nov. 14. The Secretary, Medical Buying Board, P.O. Box 351, Blantyre.★ (Telephone: 202-967-2939).

382 Instruments for measuring, controlling, and indicating physical characteristics

● **INDIA**—Supply of four direct reading spectrographs with built-in quanto-meter for analysis of used diesel engine lubricating oils. Tender No. G.P. 49 of 1968, bid deadline Nov. 18. Ministry of Railways, Railway Board, Rail Bhavan, Raisiana Road, New Delhi.★ (Telephone: 202-967-2939).

● **KOREA**—Supply of electro-chemical process oven; water pressure and moisture testing apparatus; nitrogen analyzing apparatus; rubber-type abrasion testing machine; anti-ozone testing apparatus; spectrophotometer part. Tender No. KFX-8152-S (Part II), bid deadline Nov. 2. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

Valuable series

Which overseas markets have been good customers for products like yours, so that you can select those that show best future potential?

An excellent place to start your investigation is the U.S. statistics on exports—the Census Bureau's FT-410 series, which shows exports, by commodity, to country of destination.

From these monthly reports, you can learn which of some 169 countries have bought any of more than 3,000 U.S. products. By checking U.S. exports of your products for three or four years, you can determine which countries have been the largest and most consistent markets. In some instances, the FT-410 statistics will also give you an indication of the average price for your product in a given market.

"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

● Supply of bench type, low torque, mechanical torsion testing machine for testing of changeable capacity of metals; mechanical extensometer; salt bath pot furnace. Tender No. KFX-8151-P, bid deadline Nov. 5. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

384 Surgical, medical, dental instruments

● **ARGENTINA**—Supply and installation of surgical instruments and related equipment for treatment of anesthesia in hospital school. Tender No. 730, bid deadline Nov. 5. Terms and specifications in Spanish. Poder Ejecutivo Nacional, Ministereo del Interior, Secretaria de Cultura y Educacion, Comision Ley 11.333, Buenos Aires.

Specifications available on loan basis from Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

● Supply and installation of laboratory equipment and medical instruments and accessories for analyzing gas in blood and related research for hospital school. Tender No. 727-728, bid deadline Nov. 5. Terms and specifications in Spanish available from: Poder Ejecutivo Nacional, Ministerio de Interior, Secretaria de Cultura y Educacion, Comision Ley 11.333, Buenos Aires.

Specifications available on loan basis from Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

ITALY—Dental instruments, supplies. Direct purchase and agency. Dentalia (agent, importer), Corso Moncalieri 293, 10133 Torino. WTD 10/68.

385 Ophthalmic goods

● **ARGENTINA**—Supply and installation of ophthalmic goods to completely equip laboratory and hospital school for eye surgery. Tender No. 726, bid deadline Nov. 4. Terms and specifications in Spanish. Poder Ejecutivo Nacional, Ministerio del Interior, Secretaria de Cultura y Educacion, Comision Ley 11.333, Buenos Aires.

Specifications available on loan basis from Scientific & Business Equipment Division, BDSA, 653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

386 Photographic equipment

PAKISTAN—Photographic, off-set chemicals prepared and packaged. Ferozsons Ltd. (publisher, printer, importer), 60 Shahra-e-Quaid-e-Azam, Lahore. WTD 7/67.

399 Manufacturing industries

AUSTRALIA—Items principally for sale to retail outlets. Direct purchase and agency. E. & S. Brill (manufacturers' representative), 83 Boulton St., Dianella. WTD under preparation.

GERMANY—Perfume atomizer pumps, lotion pumps made of plastics. Ing. Erich Pfeiffer KG (manufacturer, exporter), 776 Radolfzell a. Bodensee, Josef Bosch Strasse 4. WTD 1/68.

VENEZUELA—Fire extinguishers, soda acid, carbon dioxide, vaporizing liquid, dry chemical, pressurized water, foam. Comericial Moya Menses, CA (wholesaler, retailer), Avenida Municipal 169 B, Puerto La Cruz. WTD 9/68.

739 Business services

SWEDEN—Contract packaging of proprietary articles; capable of filling all kinds of packages within range of 0.5-200 grams. Svenska AB Ivers Lee (contract packaging), Aldermansgatan 2, S-222 36 Lund. WTD 9/68.

Greece extends bid deadline

Firms interested in bidding on the construction and operation of an underground garage in Athens (see INTERNATIONAL COMMERCE, Sept. 30, p. 29), are hereby notified that the bid deadline has been changed from Oct. 23, to Dec. 23.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

ITALY—Dietetic foods. Cooperativa Farmaceutica (manufacturer, distributor, retailer), Via Passione 8, Milan. WTD in preparation.

204 Grain mill products

IRELAND—Animal feed concentrates. Chemical Services Limited (importing distributor), Rainsford St., Dublin 8. WTD 9/68.

229 Textile goods

ITALY—Tops of manmade fibers especially acrylic, polyester. Gallia Corrado (agent), Piazza V. Veneto 12, Biella (Vercelli). WTD 9/68.

281 Industrial chemicals

IRELAND—Industrial chemicals. Chemical Services Ltd. (importing distributor), Rainsford St., Dublin 8. WTD 9/68.

KENYA—Caustic soda solid 98/99°. Prices c.i.f. Mombasa. Sole agency. Interocean Trading Co. (importer, exporter, manufacturers' representative), P.O. Box 5392, Nairobi. WTD in preparation.

283 Drugs

IRELAND—Veterinary pharmaceutical preparations. Chemical Services Ltd. (importing distributor), Rainsford St., Dublin 8. WTD 9/68.

ITALY—Pharmaceutical preparations. Cooperativa Farmaceutica (manufacturer, distributor, retailer), Via Passione 8, Milan. WTD in preparation.

287 Agricultural chemicals

IRELAND—Agricultural chemicals. Chemical Services Ltd. (importing distributor), Rainsford St., Dublin 8. WTD 9/68.

331 Steel mill products

PAKISTAN—Iron and steel sheets, plates including electrical steel sheets: grades M-5, M-36, M-43, M-45. Yasinsons (manufacturer, importer), P.O. Box 190, 13 Brandreth Road, Lahore. WTD 6/68.

335 Rolling, drawing, extruding of nonferrous metals

PAKISTAN—Copper wire bars. Yasinsons (manufacturer, importer), P.O. Box 190, 13 Brandreth Road, Lahore. WTD 6/68.

355 Special industry machinery

NETHERLANDS—Machinery for meat vacuum packaging, including packaging materials; related machinery, equipment for the meat processing industry. Exclusive representation for EEC countries. Firma P. C. Moerman (importer, exporter, distributor), 79-81 Goudserijweg, Rotterdam-1. Attn: Mr. M. C. D. Moerman, mgr. WTD 9/68.

358 Service industry machines

IVORY COAST—Automobile air conditioners. Adaptable for all makes of European cars. Would be installed and serviced by distributor. Requests catalogs, prices c.i.f. Abidjan. Exclusive distributorship. Requests replies in French. M. Le Houelleur, Directeur Technique, Compagnie Francaise de la Cote d'Ivoire (CFCI) (importer, distributor), BP. 1271, Abidjan. WTD 5/68.

362 Electrical industrial apparatus

VENEZUELA—Industrial controls; electric, electronic. Automatizacion, C.A. (sales agent), Edificio Universidad, Local "A", Avenida Estadium, Los Chaguaramos, Caracas, or: Apartado N° 14023 (Los Chaguaramos). WTD 9/68.

373 Ship building, repairing

FRANCE—Motor-boats of all types, principally pleasure craft (polyester, molded stratified fiberglass, or other categories), ranging from 16 to 50 feet in length. Agency and distributorship, with wet and dry boat-storage facilities. Requests replies in French. Chantier Bombal (builder, exporter, dealer), 17-Mortagne-sur-Gironde, Charente-Maritime. WTD 9/67.

399 Manufacturing industries

NETHERLANDS—Novelties, gifts, mail-order items, all kinds, to be marketed throughout Netherlands, Belgium, West Germany, Switzerland, Sweden. Vanriel's Handelsonderneming (mail order house, agent, importer, exporter), 64 Bergweg, or P.O. Box 3067, Rotterdam-11. WTD 9/68.

509 Wholesalers

MALAWI—Regular supply secondhand men's clothing. Sole agency. Gateway Distributors Ltd. (importer, wholesaler), Haile Selassie Road, P.O. Box 559, Blantyre. WTD 10/68.

Demanding markets

As a U.S. producer selling in our domestic economy, you already are a supplier to the most demanding market in the world. Moving into the foreign market, you will benefit from the know-how you have acquired from previous experience, just as you will benefit from the assets of good judgment, tact, aggressiveness, and business acumen.

In this sense, it is neither more difficult nor easier to achieve success in selling overseas than it is to succeed in selling in this country. Success in export requires careful evaluation of potential markets for your product; willingness to make a long-term commitment, if necessary; and some adaptability to foreign techniques in marketing and servicing.

LAWRENCE C. McQUADE,
Assistant Secretary for Domestic and International Business, in "Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce

Brazil needs steel towers for transmission lines

Sealed bids will be received by the Companhia Auxiliar de Empresas Eletricas Brasileiras (CAEEB) at the office of its Coordenador de Compras, Av. General Justo, 171, sobreloja, ZC-39, Rio de Janeiro, GB, Brazil, until 14:00 hours (local time) on Dec. 6, for the furnishing and delivery of steel towers for transmission lines, as described in CAEEB Specifications Nos. BX-A-11571-R and BX-A-11574-R, Bid No. 28, required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

Bids must be submitted strictly in accordance with the instructions and specifications prepared by CAEEB, and in the forms furnished by the same. These instructions, specifications and forms, which comprise the bidding documents, will be available in both Portuguese and English and may be obtained only at the above address not later than 30 days after the publication of the invitation for bids, upon request to the Coordenador de Compras, accompanied by a non-refundable payment of 30 new cruzeiros ($1 = 3.20NCr) per set of documents in the two languages.

A bid guarantee of no less than 5% of the value of the proposed material up to a limit of 425.000 new cruzeiros, or the equivalent in foreign currency, shall accompany each bid.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, and from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated October, unless noted otherwise.

American Firms, Subsidiaries and Affiliates—Ireland.
American Firms, Subsidiaries and Affiliates—Nicaragua.
Business Firms—The Republic of Chad, September.

Leads for Importers

Commodities are offered direct unless specified

221 Broad woven fabric mills, cotton

TOGO—Fancy African prints. Price quotations on request. Industrie Textile Togolaise S.A. (manufacturer), B.P. 1179, Lome. WTD in preparation.

331 Steel mill products

SWEDEN—"HEMA" nails for light concrete. Simplifies installation and provides superior tensile strength. A HEMA light concrete nail 5¾" long driven into light concrete weighing 40 lb/cu.ft. will withstand a tractive force of up to about 1,000 lb. The HEMA light concrete nail (patent pending) and casing are galvanized. Brochures, pictures, technical information available upon request. Nordiska Kartro Aktiebolaget (agent, distributor, importer), 99 Box, 123 21 Farsta 1. WTD 8/67.

Tanzania invites bids on educational supplies for primary schools

A large quasi-official government organization in Tanzania, operating strictly on commercial lines, is in the process of expanding its activities to become the sole distributor of all school supplies and other scholastic requirements to primary schools in Tanzania.

Sole selling rights for East Africa are sought for school supplies, office stationery and equipment, science equipment, household economic supplies, school text books, small agricultural tools, sports goods. Prices must be quoted c.i.f. Dar es Salaam and samples (nonreturnable) must accompany prices wherever possible. Payment by confirmed, irrevocable letter of credit subject to terms for cash.

The company would prefer to deal with a single source of supply or a combination export manager who can buy all its requirements at competitive prices.

Interested American firms should write to: Mr. R. McGache, Asst. Gen. Mngr., Tanzania Elimu Supplies Ltd., P.O. Box 20873, Dar-es-Salaam, Tanzania. WTD in preparation.

Israel to purchase cranes

The Israel Ports Authority, P.O. Box 20121, Tel Aviv, will issue before the end of 1968 a tender for approximately five portal cranes with a hoisting capacity of 8-20 tons and beam's reach of 25-30 meters.

Interested suppliers should communicate with the Israel Ports Authority (above address), so that applications for participation in this tender, when issued, will be sent to them without delay.

Brazil plans expansion of electric utility firms

Transmission line hardware, insulators, switches needed

Sealed bids will be received by the Companhia Auxiliar de Empresas Eletricas Brasileiras (CAEEB) at the office of its Coordenador de Compras, Avenida General Justo, 171, Sobreloja, ZC-39, Rio de Janeiro, GB, Brazil, until 14:00 hours (local time) on Nov. 29, for the furnishing and delivery of pin insulators, pedestal insulators, suspension insulators, disconnect switches and transmission line hardware, as described in CAEEB Specifications Nos. BX-A-11568-R, BX-A-11578-R, BX-A-11579-R, BX-A-11580-R, BX-A-11576-R, BX-A-11699-R, and BX-A-11574-R, required for the expansion of the subtransmission and distribution systems of four electric utility companies represented by CAEEB.

Bids must be submitted strictly in accordance with the instructions and specifications prepared by CAEEB, and in the forms furnished by the same. These instructions, specifications and forms, which comprise the bidding documents, will be available in both Portuguese and English and may be obtained only at the above address not later than 30 days after the publication of the invitation for bids, upon request to the Coordenador de Compras, accompanied by a non-refundable payment of 80 new cruzeiros ($1 = 3.20 NCr) per set of documents in the two languages.

A bid guarantee of no less than 5% of the value of the proposed material up to a limit of 520,000 new cruzeiros, or the equivalent in foreign currency, shall accompany each bid.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ENGLAND—E. J. Catchpole, Corporate Planning Manager, Avdel Ltd., Welwyn Garden City, Hertfordshire, **interested in obtaining licenses from U.S. firms for manufacture and sale in U.K. and overseas of mechanical fasteners for aerospace and industrial applications.** Nov. 4 via Los Angeles for approx. four weeks. c/o Avdel Inc., 210 South Victory Boulevard, Burbank, Calif. 91503. Itinerary: Los Angeles. WTD 7/68.

ISRAEL—David Locker, Mgr., Industrial Electronics Division, Tal-Rad Ltd., P.O. Box 50, Lod, **interested in locating sources of supply for electronic components required to assemble industrial electronic equipment in Israel and U.S. firms interested in distributing the assembled electronic equipment.** Oct. 20 or earlier via New York for 3-4 weeks. c/o Solcoor Inc., 850 Third Ave., New York, N.Y. 10022. Itinerary: New York, areas in Michigan, Texas and California. WTD 7/68.

SOUTH AFRICA—J. Markowitz, Robin Lynn (Pty.) Ltd., P.O. Box 5337, Johannesburg, **interested in additional lines of children's apparel.** Nov. via New York for approx. two weeks. c/o Greene Brothers, 101 West 31st St., New York, N.Y. 10001. Itinerary: New York, Philadelphia, others as necessary. WTD in preparation.

Libya issues tenders on port construction

The Government of Libya invites tenders for the construction of Benghazi Port buildings and other central port area developments.

Participating in this tender is restricted to contractors "of the first class" registered with the Ministry of Public Works. The value of the contract is estimated at 2.5 million Libyan pounds (approx. $6.7 million). Bid deadline is Jan. 20.

Tenders, conditions, and specifications are obtainable from the Management of Ports in Benghazi or Tripoli upon payment of 250 Libyan pounds (approx. $700). Payments must be accompanied by a preliminary guarantee amounting to 20,000 Libyan pounds (approx. $56,000).

A three stage project for further enlargement of Benghazi Port amounting to 10 million Libyan pounds (approx. $28 million) is expected to be offered for bid in the near future.

Iraq calls for bidders on construction project

The Government of Iraq invites bids on the excavation of 6.82 million cubic meters of canals; construction of bridges, drains, and other structures totalling 38,300 cubic meters of concrete and 230 tons of fabricated steel; supply and erection of 26 radial and lifting gates, 51 movable weirs, and seven sets of stop locks. Bid deadline is Nov. 30.

Tender documents may be purchased for 25 Iraqi dinars ($70) from the Legal Section, The Directorate General of Irrigation, Ministry of Agrarian Reform, Baghdad, Iraq. They also can be viewed at Iraqi Embassies. Bids must be accompanied by a bank guarantee of 135,000 Iraqi dinars ($378,000).

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

New Books and Reports

***World's Principal Export Credit Insurance Systems.* Published by the New York Board of Trade, Inc. New York. 1968. 123pp. $20.**

Export credit insurance and guarantee systems operated by 50 individual insurers in 35 countries are analyzed in this report by the International Export Credits Institute of New York.

Major features of each insurer's organization and coverage are presented in a self-contained section, grouped alphabetically by country. The survey identifies and describes each credit agency, its financial resources and exposure limits, the scope of its coverage, premium rates and how they are based, types of policy available, operating results and other relevant detail. Explanatory notes and comments complement the individual outlines.

Write: International Export Credits Institute, International Section, New York Board of Trade, Inc., 642 Fifth Ave., New York, N.Y. 10019.

***Overseas Business Reports.* U.S. Department of Commerce. Washington, D.C. 1968. $16 per year. ($5 additional for overseas mailing), 15 cents per copy.**

Each of the following reports covers topics such as: geography and population, government factors, purchasing power, and market analysis for such commodities and services as foodstuffs, metals, chemicals, textiles, agricultural machinery, medical equipment, office machinery and supplies, construction equipment and household appliances.

Market Factors in Ivory Coast. OBR 68-77.

Market Factors in Peru. OBR 68-78.

Market Factors in Libya. OBR 68-80.

Write: any Department of Commerce Field Office or Superintendent of Documents, U.S. Government Printing Office. Washington, D.C. 20402

***Development Finance, Institutions, Problems and Prospects.* By Phillips Perera, Published by Frederick A. Praeger. New York. 1968. 440pp. $15.**

The author has observed the workings of development finance as a banker and, more particularly, as a member of professional groups engaged in development projects in all areas of the world.

His book deals principally with the programs and problems of the developing countries. It traces the history and experiences of governmental and private financial programs, enlivened with case histories from which planners and entrepreneurs can draw valuable information.

The book concludes with a summary of lessons learned and recommendations, including the utilization of private resources, for the guidance of public and private agencies concerned with the formation of capital in developing countries.

Write: Frederick A. Praeger, Inc., 111 Fourth Ave., New York, N.Y. 10003.

Institutions Magazine goes international

The 30-year-old publication in the hotel, catering and food service equipment field, *Institutions Magazine of the Service World*, appears in an international edition called *Service World International*.

Primarily in English, it contains some information in French, Spanish, German and Japanese. An international calendar of events lists major exhibitions, trade fairs, and conferences during 1968-70 of interest to hotel operators, caterers and food service equipment managers.

Examples of stories in a recent issue are: jumbo jet aircraft; tourism in East Germany; hotel training in Poland; Scandinavian Airlines thrives on marketing skills; and crisis in Asian tourism.

For further information write: Fergus McKeever, Publisher, Service World International, 110 E. 42nd St., New York, N.Y. 10017.

***Quarterly Bulletin of Steel Statistics for Europe*, Vol. XVIII, No. 4, 1967. Published by the United Nations. New York. 1968. $2. Annual subscription: $6.50.**

These statistical tables on European steel production, consumption of raw materials, foreign trade, movements of scrap, consumption of energy in the steel industry, and steel deliveries to consuming industries are compiled quarterly by the secretariat of the United Nations Economic Commission for Europe from replies to questionnaires, supplied by the various countries, or from official national sources.

Write: United Nations Sales Section, U.N. Plaza, New York, N.Y. 10017. (Refer to Sales No. 8311-July 1968-2250).

***Reference Book for World Traders.* Published by Croner Publications. Queens Village, N.Y. 1968. 375pp. $18 per year.**

Specially designed for export managers, import managers and commercial bankers, this loose-leaf volume tells where to get information, services and assistance for trading with every country in the world.

Revised or supplementary sheets are issued every month to update the book. Information such as the following is included: government and private trade organizations; credit information agencies; customs brokers, freight forwarders, and warehouses; shipping documents; import and foreign exchange regulations.

Write: Croner Publications, 211-03 Jamaica Ave., Queens Village, N.Y. 11428.

Four new Commerce guides outline export markets

Export Market Guides are prepared by the Commerce Department's Bureau of International Commerce to outline the market for a product in an individual country.

Although planned as an informational tool in conjunction with specific U.S. Trade Center shows and international fairs, the Guides are also of interest to readers seeking information about a particular foreign market.

Recent titles are:

Italy—Materials testing and quality control equipment.

United Kingdom—Machine tools and welding equipment.

Thailand—Electrical equipment, apparatus and supplies.

West Germany—Packaging equipment.

The Export Market Guides may be ordered, at 10 cents each, from Sales & Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230, or from any Commerce Field Office.

☆ U. S. GOVERNMENT PRINTING OFFICE 1969—341-986/16

Calendar *for international traders*

BOSTON—Nov. 5-7—Documentation workshops, Rm. 505, J.F.K. Federal Bldg. Sponsor: Commerce Field Office.

CHICAGO—Nov. 7—In-Office Meeting, Commerce Field Office.

CHICAGO—Nov. 7—International Trade Club of Chicago seminar on LAFTA, Mexico. Light Center, 140 S. Dearborn St., 2 p.m.

CHICAGO—Nov. 12—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Nov. 14—International Trade Club of Chicago luncheon meeting, LaSalle Hotel, 12:15 p.m. Speaker: Raymond Vernon, Harvard Graduate School of Business. Topic: Troubled Prospects for Multinational Enterprise.

CLEVELAND—Nov. 7—World Trade Association luncheon meeting, American Room, Mid-Day Club, Union Commerce Bldg., 12 noon.

COLUMBIA, Mo.—Nov. 7-8—University of Missouri World Trade Seminar, Flaming Pit Restaurant. Sponsors: Commerce Kansas City & St. Louis Field Offices, REECs, Mo. State Chamber of Commerce, Mo. Division of Commerce & Industrial Development, Small Business Administration.

DES MOINES—Nov. 14—Iowa Conference on Export Opportunities, Hotel Savery, 8:30 a.m.-4.30 p.m. Sponsors: Commerce Field Office, REEC, Iowa Development Commission, Greater Des Moines Chamber of Commerce, Trans World Airlines.

DETROIT—Nov. 12—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DOYLESTOWN, Pa.—Nov. 11—Bucks County International Trade Development Assn., Conti Cross Keys Inn; workshop, 5 p.m.; dinner meeting, 6 p.m.

DU BOIS, Pa.—Nov. 12—North Central Pa. Export Conference, Holiday Inn, 10 a.m. Sponsors: North Central Economic Development Assn., Du Bois Area Chamber of Commerce.

HARTFORD—Nov. 6—Profitable Export Sales Workshop, Statler Hilton, 9 a.m. Sponsors: Commerce Field Office, Chamber of Commerce, Conn. Development Commission, Pan American World Airways, Small Business Administration.

JACKSONVILLE—Nov. 4—Fifth of 7 weekly export trade seminars, Board Room, Chamber of Commerce, 7:30 p.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce.

MEMPHIS—Nov. 7—Export Workshop, National Bank of Commerce. Sponsors: Commerce Field Office, REEC, National Bank of Commerce.

MIAMI—Nov. 4—Businessmen's Consultation, William V. Turnage, assistant to the U.S. ambassador, Montevideo. Sponsor: Commerce Field Office.

MILWAUKEE—Nov. 7—Milwaukee World Trade Club monthly meeting, Holiday Inn Central. Speaker: Jose Mestre, vice pres., Business International.

MINNEAPOLIS—Nov. 5—Fourth of 6 weekly Export Trade Workshops "Handling the Export Order; Moving the Goods," Commerce Field Office, 7 p.m. Sponsors: Commerce Field Office, REEC, Minn. World Trade Assn.

PHILADELPHIA—Nov. 5—Export Sales & Mgt. Course, "Handling the Order & Making Shipment," Temple University, 7:30 p.m.

PHILADELPHIA—Nov. 6—In-Office Workshop on Selling Around the World, Commerce Field Office, 10 a.m.

PHILADELPHIA—Nov. 12—Export Sales & Mgt. Course, "Getting Paid & Protecting Your Profit," Temple University, 7:30 p.m.

PHILADELPHIA—Nov. 14—Foreign Traders Assn. monthly meeting, Transportation Night, Sheraton Hotel; shop talk, 5 p.m., dinner, 6:30 p.m., followed by general meeting.

POINT CLEAR, Ala.—Nov. 14—Alabama Export Council sixth annual members' reception, Grand Hotel, 6 p.m.

PORTLAND, Ore.—Nov. 7—Far East Export Expansion Workshop, Sweetbrier Inn, 9 a.m. Sponsors: Commerce Field Office, Northwest Orient Airlines, Small Business Administration.

PORTLAND, Ore.—Nov. 7—Trade Mission to Far East Briefing, Sweetbrier Inn, 3 p.m. Speaker: **Roy Gootenberg, director, Trade Missions Division, Commerce Dept.**

READING, Pa.—Nov. 13—Reading Foreign Traders monthly meeting, Abraham Lincoln Hotel, 6 p.m.

SAN FRANCISCO—Nov. 12-13—Businessmen's Consultation, **Joseph A. Harary, Commercial Officer, Djakarta.** Sponsor: Commerce Field Office.

TACOMA, Wash.—Nov. 8—Puget Sound Industrial Development Council annual meeting, Winthrop Hotel, 8:30 a.m. REEC speakers.

WORCESTER, Mass.—Nov. 14—International Center of New England, Inc. dinner meeting, Yankee Drummer Inn.

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90TH CONGRESS
2D SESSION

H. R. 17768

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90TH CONGRESS
1ST SESSION

H. R. 9931

IN THE HOUSE OF REPRESENTATIVES

MAY 11, 1967

...URKE of Massachusetts introduced the following b...
to the Committee on Ways and Mean...

...ILL

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...f weight of wool, and ...

...ress of Repre...

90TH CONGRESS
1ST SESSION

H. R. 7735

IN THE HOUSE OF REPRESENTATIVES

MARCH 23, 1967

Mr. BOGGS introduced the following bill; which was referred to the Committee on Ways and Means

A BILL

To make permanent the existing suspensions of duty on aluminum oxide when imported for use in producing aluminum, on calcined bauxite, and on bauxite ore.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That (a) subpart C of part 2 of schedule 4 of ...
Schedules of the United States (19 ...
by striking out ...
...

FOREIGN TRADE AND TARIFF PROPOSALS

HEARINGS
BEFORE THE
COMMITTEE ON WAYS AND ...
HOUSE OF REPRESENTAT...
NINETIETH CONGRESS
SECOND SESSION
ON
TARIFF AND TRADE PROPO...

JUNE 4, 5, 10, 11, 12, 13, 14, 17, 18, 19, 21, ...
JULY 1 AND 2, 1968

PART 10

Contains June 25; July 1 an...

Printed for the use of the Committee

90TH CONGRESS
1ST SESSION

S. 1796

IN THE SENATE OF THE UNITED STATES

MAY 17, 1967

Mr. HOLLINGS (for himself, Mr. BENNETT, Mr. BIBLE, Mr. BOGGS, Mr. CURTIS, Mr. CURTIS, Mr. BAKER, Mr. DARDEN, Mr. EASTLAND, Mr. ERVIN, Mr. FANNIN, Mr. HANSEN, Mr. HILL, Mr. HOLLAND, Mr. JORDAN of North Carolina, Mr. MCCLELLAN, Mr. SPONG, Mr. STENNIS, Mr. TALMADGE, Mrs. SMITH, Mr. SPARKMAN, Mr. MCGEE, Mr. MURPHY, Mr. FANNIN, and Mr. THURMOND) introduced the following bill; which was read twice and referred to the Committee on Finance

A BIL...

To impose quotas on the ...

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That ...
...
...